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The Canadian Druggist

Vol. xxvii | Toronto, January, 1915 | No. 1

A Review of the Drug Market During 1914

Until August 4th, when the war broke out, there was very little change in trade conditions as compared with former years, but since that time conditions have prevailed unprecedented in the history of the drug trade.

Many will remember stories told them in years gone by of the high prices in drugs and chemicals that prevailed during the various wars of many years ago, but never dreamed that during this generation any such values would be realized again, but the high figures quoted then are nothing compared with the high prices that have prevailed during the year 1914.

The wars preceding the one now being carried on affected certain localities, but this latest useless and cruel one has affected the markets of the whole world, and has hit particularly the drug and chemical trade a knockout blow, from which it will take years to recover. Advances have been made in leading drugs and chemicals ranging from 100 to 5000 per cent.

The basis for the general advance is found in the fact that the majority of drugs and medicinal plants and roots which are used in the country are either manufactured or grown in Europe or other far Eastern countries, and with the practical cessation of shipping facilities they have not been available, and even when usual shipping facilities are resumed, the situation will not soon be remedied, for planter growers have not been able to harvest their crops on account of laborers having gone to the war, and manufacturers of drugs, perfumes, proprietary medicines, toilet articles, brushes, combs, and general sundries, have found their business at a standstill because not only their employees have been called for army service, but the principals have had to go themselves.

To complicate the situation, the war broke out at a time of the year between seasons, when stocks were the lightest. To show the differences in prices occasioned by the war a table of the prices ruling for original packages in New York on July 30th and August 25th, are interesting.

	Aug. 25.	July 30.
Opium ....lb.	$9.50	$7.45
Acetanilid ....lb.	.64	.21½
Pot. Bromide ....lb.	. 70	.39
Caffeine..... ....lb.	6.00	3.65
Cantharides, Russian...lb.	8.00	2.00
Cocaine ....oz.	5.25	2.60
Codeine ....oz.	7.00	5.75
Coumarin ....lb.	12.00	3.10
Glycerin..... ....lb.	.31	.19¾
Menthol ....lb.	5.00	2.95
Morphine ....oz.	5.70	4.70
Pot. Permangangte .....lb.	.70	.10
Santonine ....lb.	50.00	29.70
Benzoate Soda ....lb.	1.50	.25
Thymol ....lb.	15.00	2.00
Citric Acid ....lb.	1.50	.53
Cream Tartar... ....lb.	.60	.24
Tartaric Acid ....lb.	.90	.30½
Cod Liver Oil ....bbl.	31.00	17.00
Barium Chloride ..... ton	150,00	32.00
Muriate Potash ... ... ton	100.00	41.65
Camphor ... .lb.	1.10	.45
Carbolic Acid ....lb.	.90	.10

Never in the history of the drug market has the retailer been up against such a situation, but to those who have been wise and took advantage of the situation to adjust any prices that had been too low, in the end the situation will be a blessing from a financial standpoint.

At the present time many prices have declined somewhat, but no reliable price lists can be issued and will not likely be issued until the atmosphere is considerably clearer than now, but the thought of those who have made a study of the situation is that now, as stocks held here have been exhausted, and the consequent difficulty and expense of getting on new supplies is faced, actual normal conditions may not be attained for some months yet. Shipments are coming forward very slowly and erratically, and the transportation enhanced by war insurance makes the cost much higher than under normal conditions. Our own Government

have had to raise some money for war purposes, and one of the items was Alcohol, the duty on which has advanced 80c. gallon, which, in view that there is a call for the expanding the manufacture of chemicals in this country is unfortunate, as the unreasonably high price of this indispensable article, even before the war, practically prohibited our becoming a producer of chemicals on account of being the only country where alcohol is so high in price ; this advance combined with the advance in raw materials made it necessary for all pharmaceutical manufacturers to advance their list prices very considerably.

Perfumes and liquid patent medicines had to be advanced 10 per cent. on account of the increased duty.

Some retailers have criticised rather harshly the wholesaler for advancing prices, but the manufacturers advanced their prices to the jobber immediately, and anyone who has had any experience in the drug and chemical business knows that the only way to run it successfully is to follow the market, as competition makes them follow it down, and if they do not take advantage of the advances it would soon lead to trouble.

For the present, with the market so uncertain, it would seem wise to follow a hand to mouth policy of buying.

The report of business during the holiday season has been very encouraging, many doing better than expected ; and we should all try from this out to be optimists, and our motto for 1915—BUSINESS AS USUAL.

The Metric System.

The metric system of weights and measures became the standard for all drug stores in the British Empire on January 1st, the new Pharmacopoeia Brittanica being the authorized text book also on the same date.

Druggists in Canada should govern themselves accordingly, and see that the law is implicitly obeyed in this respect, and endeavor as far as possible to acquaint physicians with the fact so that prescriptions may be written with metric weights and measurements.

The basis of all standards (measure, volume, and weight) is the metre, which is one ten millionth of the distance between the pole and the equator. Decimals and multiples of this are represented by Latin and Greek prefixes, thus :

Decimals	Multiples.
Deci 1-10	Deka 10
Centi 1-100	Hecto 100
Milli 1-1000	Kilo 1,000
	Myria 10,000

The principal metric standards are :

Linear.—The metre equals 39.37 inches (i.e. three feet three inches and three eighths), for distance the kilometre equals 0.62 mile, for area the are equals 119.6 square yards, or hectare equals 2.47 acres.

Capacity.—The litre of 1,000 cubic centimetres (c.c.) equals 1.75 Eng. pint or 2.11 U.S.A. pints. One c.c. equals 15.4 fl. gr. or 16.9 minims.

The British Pharmacopoeia, 1914, gives the following measures of capacity :

1 centimil (cl.) equals 1 vol. at 4 degrees of 1 centigram of water.

1 decimil (dl.) equals 1 volume at 4 degrees of 1 decigram of water.

1 millilitre or mil (ml.) equals 1 volume at 4 degrees of 1 gram of water.

1 litre (lit.) equals 1 volume at 4 degrees of 1 kilogram of water.

Weight.—The gram equals 15.4 gr., the kilogram equals 2.2 lb.

To convert (approximately) grams to drachms, divide by 4 ; drachms to grams, multiply by 4.

Paper Clothes.

The Japanese are now making an extensively wearing underclothing made of paper. The material is fine grained and has a number of remarkable qualities. It is very strong and at the same time very flexible, and after being worn a few hours it offers no more interference to perspiration than ordinary cotton clothing. After becoming wet the material is so strong that it can be torn only with difficulty. In the manufacture of these garments, after being cut to pattern, the seams are sewed together and hemmed. The buttonholes are reinforced with linen or some other fabric.

E. W. Gillette Co.'s Annual Convention.

The annual convention of the E. W. Gillette Co.'s salesmen was held the first week in the New Year at the head office of the company, Fraser Avenue and Liberty Streets, Toronto. There were about forty salesmen in attendance, and sessions were held each day, during which some very interesting papers were read.

The visiting salesmen were the guests of the company at a theatre party, and also a banquet at the Mossop Hotel.

BUSINESS during the holiday time turned out better than many druggists expected it would, and orders so far are coming in fairly, which would indicate that business is picking up a little.

Regarding values of drugs, they are still very uncertain. There is difficulty in getting goods from abroad, and so many articles are contraband that it is very hard to prognosticate what may happen in the next month or two, but it is a safe time to buy from hand to mouth.

orthy of a Place in Your Store

FATIMA

TURKISH BLEND

CIGARETTES

appeal to men who enjoy the good things of life. You appeal directly to all such connoisseurs when you feature "Fatimas."

20 IN A PACKAGE

HANDLED BY ALL THE WHOLESALE TRADE

& S STICK LICORICE

OW PACKED
IN
)IVIDUAL
ent BOXES

WE MAKE
ERYTHING
IN
ICORICE

Lozenges, Pellets
Wafers,
Mass Licorice,
Powdered Extract
Etc., Etc.,
FOR THE DRUG TRADE

Made Solely by

ATIONAL LICORICE COMPANY

MONTREAL

TANGLEFOOT

The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

Boyle, C. W. Flemming, R. C. Keller, H.W. Johnston, W. E. MacKenzie, E. P. Foster, V.W. Graham, J. M. Strang, A. R. Wilkins, G.B. Hodgkins, Ed. A. Hann.

Pass List (alphabetically arranged)—O. L. Agnew, Thos. A. Allen, Ernest Ballard, Fred Bawden, W. K. Buckley, C. G. Butchart, R. D. Cameron, R. S. Coventry, M. B. Cragg, W. H. Davis, G. A. Dawson, Ivan R. Douglas, T. A. Ferguson, C. S. Forrest, W. Ray Freeman, O. B. Fysh, R. E. Garvin, A. R. Goodeve, L. S. Haight, W.H. Ireland, I. W. Lowe, H. W. Magee, W. J. Marshall, T. R. McGrory, R. G. McIntyre, C. H. McAvoy, F. K. Moran, N. R. Moyer, T. Nelson, Geo. Pinder, W. H. Pole, E. M. Porter, H. C. Quarrington, R. L. Roach, J. C. Robb, R. L. Rolston, R. H. Sandaroock, W. F. Sullivan, A. C. Struthers, F. W. Thompson, W. J. Troy, E. Vogelman, E. L. Wing, D. H. Wray.

(Continued on page 41).

Chick-Chick Easter Egg Dye, the New 1915 Package.

A New Invention Which Will Revolutionize The Egg Dye Business.

Last year the "Chick-Chick Easter Egg Dyes" were advertised in all the American drug journals and also in the Canadian Druggist—the result was phenomenal sales.

By this new process, no old-fashioned tablets or powder dyes are required.

The new solid color sheets never spoil, are ample to use, clean to handle, and give surprising results.

The Chick-Chick Easter Egg Dyes tell the Easter story more plainly than anything on the market. The children look for them, and what the children want is what pays.

The following is a reproduction of some advertising sent out by Fred Fear & Co., of New York, manufacturers of the Chick-Chick Easter Egg Dyes. This will give you an idea of the number of colored sheets, transfer pictures, envelopes, etc.

OUR NEW INVENTION

will revolutionize the Egg Dye business.

No More Tablets or Powder Dyes

to break — sift — stain — or spoil.

Our New Solid (PATENT applied for) Color Sheets

Never Spoil.. Are Simple to Use--Clean to Handle--
Easier to Blend Colors--Give Surprising Results.

CHICK-CHICK EASTER EGG DYES

"THE CHILDREN'S DELIGHT"
Tells the Easter Story in our
BEAUTIFUL DISPLAY.

Great Combination Envelope

8 SOLID COLOR SHEETS (PATENT applied for)
(MAKES 100 SHADES)
Pink, Yellow, Orange, Green, Purple
Blue, Scarlet, Brown

100 TRANSFER PICTURES (on 6 Sheets)
Beautiful and Novel Designs, Monograms, &c

5c

$1.35 BOX contains **42-5c.** Envelopes.

Every druggist should write for this at once. The address is Fred Fear & Co., 15 Jay Street, New York. If you would prefer writing to us, do so, and we will give you further particulars. Don't forget! Easter will soon be here. Don't leave it until the last week. Order now.

English Custom of Rolling Eggs.

A large quantity of these dyes were sent over last year to England. Some of the more progressive shops, and a large number of the old-established houses, took advantage of this splendid opportunity. The boxes of Chick-Chicks, together with the splendid cut-outs in the window, made a very attractive window display. A number of the English store keepers have expressed themselves as highly pleased with the proposition, and will be only too pleased to take on the same proposition for the next Easter trade.

THE GUARANTY

of complete satisfaction or money refunded goes with every package of

PINEX

Behind you, when you make this guaranty to your customer, stands our **Old, Strong, Company.**

There is no quibbling nor side-stepping when a customer is to be satisfied. We refund the full retail price. No lost profits.

The Pinex Company

Toronto, - - - - Ontario.

TUCK'S

Patriotic Post Cards

OVER

600 Designs

IN COLOR AND SEPIA

WARSHIPS

GENERALS, ADMIRALS, NOTABILITIES,

ARMY TYPES

TRADE MARK

They are the MOST WELCOME, ARTISTIC and UP-TO-DATE.

USED BY ROYALTY.

SEND FOR DESCRIPTIVE LISTS

RAPHAEL TUCK & SONS CO. LIMITED
9 ST ANTOINE STREET
MONTREAL

'TABLOID' (Trade Mark)
'SOLOID' (Trade Mark)
'KEPLER' (Trade Mark)
'HAZELINE' (Trade Mark)
'WELLCOME' (Trade Mark)

THE FINE PRODUCTS OF BURROUGHS WELLCOME & Co.

The products bearing these Trade Marks are issued by Burroughs Wellcome & Co.

The sale of articles of other manufacture when these Brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & Co.
LONDON (ENG.)
MONTREAL: 101-109, Coristine Building
NEW YORK: Offices and Exhibition Room, 35, 37 & 39, West Thirty-third Street
SYDNEY CAPE TOWN MILAN SHANGHAI BUENOS AIRES BOMBAY

Full stocks are held at the Firm's Houses and the following Depots:—
TORONTO, ONT.: W. J. A. & H. Carnahan; Drug Trading Co. — LONDON, ONT.: Cairncross & Lawrence — WINNIPEG, MAN.: W. F. C. Brahwaite — VANCOUVER, B.C.: J. A. Tepoort n & Co. — CALGARY ALBERTA: James Findlay Drug Co.

'VAPOROLE' (Trade Mark)
'ENULE' (Trade Mark)
'ELIXOID' (Trade Mark)
'VALULE' (Trade Mark)
'VALOID' (Trade Mark)

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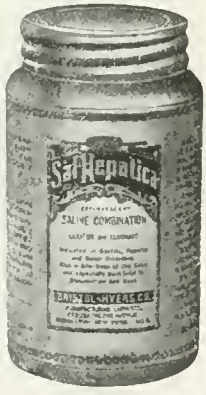
SAL HEPATICA

Small size, per doz.,		$2.85
Medium	"	" 5.70
Large	"	" 11.40

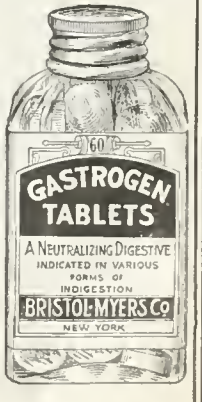


GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small $ 5.70
Per dozen in 500's 34.00

$20.00 lots less 5 p.c. trade disc't
50.00 lots less 10 p.c. trade disc't
Terms, 5 p.c. 30 days.
Through Jobbers.



BRISTOL-MYERS CO.

Brooklyn New York

Canadian Agents
The LYMAN BROS & CO. Limited, Toronto
LYMANS, LIMITED, Montreal

Reciprocity Again.

By Henry Watters, Ottawa.

In the October issne of the Canadian Pharmaceutical Journal appears a letter from Mr. John Cochrane on the subject of inter-provincial registration of Canadian pharmacists. As this question has never ceased to be of vital interest to the large number of our brother druggists holding advanced views on the futnre of the pharmacy in Canada, it never can be dismissed from the sphere of discussion by a reference of what has been done in relation thereto by any representative organization, or by the affirmation of any individual. If the principle of reciprocity is sound, and in the interest of professional pharmacy, regardless of local peculiarities, it must ultimately prevail.

To a citizen of our country with no personal interest in the discnssion, it must seem a scarcely creditable situation that a class of men endowed with at least eqnal intelligence with any other class, and fitted by all standards of educational tests to estimate valnes of human relationship and the motives underlying their manifestation, should be afraid to advance ideals so closely in touch with the manifest tendency of all forces of progress. We hear so much about co-operation in every field of human endeavor as the highest

HENRY WATTERS, OTTAWA.

expression of social and economic advantage that we cannot withhold our confidence in its assured benefit from the particular aspect of industrial effort with which we as pharmacists are identified.

We are practically co-operating now in promoting uniform standards of qualification in all our intra-provincial relationships. Doubtless there were some members of our craft in the early history of pharmacal legislation who didn't wholly approve the radical movement involved in submission to regnlated conditions of business conduct. Time, however, associated with expansion of intelligence and information, has demonstrated the groundlessness of the fear entertained as to the consequences of acts the issue of which was imperfectly apprehended. Such we take to be the circumstance in which inter-provincial overtures have met with a repulse; fear of some unknown, or some nnknowable disadvantage that might arise through acceptance of reciprocal registration. Will Mr. Cochrane or anyone else tell us what is to be feared by mntual exchange of registration of qualification?

Up to the present we are not aware that any argument worthy of serious consideration has been advanced against the principle under review. If no sound reason can be advanced against its recognition, isn't it quite in order for those members of our craft who entertain what they believe to be high ideals of Dominion wide organization of Canadian Pharmacy, to urge in season and out of season consideration of these ideals? Mr. Cochrane finds fault with officials of the C.Ph.A. (and as he mentions no names, I don't know to whom he refers) for engaging in a propagandism with which he professes to be not im sympathy. Well, really, does a pharmacist surrender his rights and principles as an active participant in the crusade against hampering conditions and regnlations merely because he holds an elective appointment from his brother drnggists? Rather should we find reason to appland than condemn any official of the C.Ph.A. who exhibited sufficient zeal in the work of the organization to arouse interest in and discussion of problems affecting the welfare of Canadian pharmacy.

We do not need a lawyer's opinion to inform us as to the legal aspect of reciprocal registration in relationship to the scope and limitations of the C.Ph.A. This particular limitation touching interprovincial registration was recognized at the second annual meeting of the association, and was reaffirmed at every subsequent convention, but that circumstance should not deter the association, or any member of it, from advocating closer reciprocal relationship. This brings ns to a practical treatment of the problem, in a way that is not open to legal objection, and that is for the provincial licencing bodies at the next session of their governing councils to introdnce a resolution favoring, and inviting reciprocal registration, and forward decision of their respective councils to the President of the Canadian Pharmaceutical Association as a memorandum for gnidance in any discussion on this matter that might arise.

I especially invite Mr. Cochrane to take the initiative in bringing this suggestion before the British Columbia Council; and Mr. Nesbitt before the Manitoba Council; Mr. Tremble before the Province of Quebec one, and Mr. Burbidge before the Nova Scotia body. In this way and no other can we definitely learn the attitude of these bod-

ies to this question. The O.C.P. is on record during the last twenty years at least, as in favor of reciprocity with every portion of the British Empire. That its motive is not prompted by a self-seeking desire for advantage is evident from its action towards the Pharmaceutical Society of Ireland, the diplomas of which are accepted for registration in the Province of Ontario, notwithstanding the inability of the Pharmaceutical Society of Ireland to confer similar privilege, owing to a legal obstacle, requiring all candidates for registration to pass the examination of that society. The O.C.P. has never stipulated that provincial bodies with which it sought reciprocity must accept its standards of qualification in toto. It is ready to reciprocate with any and every province of the Dominion on a basis of legal qualification obtaining in any province concerned. It believes in no other way can the best and highest interests of pharmacy be promoted and advanced, and the spirit of solidarity so much in evidence at the present time throughout the British Empire be given concrete form.

Mr. Cochrane fears that attempts to "force" this question will assuredly result in disruption of the Canadian Pharmaceutical Association through the withdrawal of those provincial organizations to which this proposal is objectionable. Well, it is not plain how the question can be "forced" after the view has been accepted that the settlement of the question rests exclusively with the provincial bodies. There have already been threats of disruption presented to this association in the discussion of conditions of organization, and the identical conditions which were opposed with much vehemence have proved most salutary and essential to the permanency of the organization. If the C.Ph.A. ever runs the risk of disruption, it must come from the refusal to discuss any and every question of interest to the pharmacist, as an individual, a provincial or a federal unit.

A man who was greatly troubled with rehumatism bought some red flannel underwear recently, which was guaranteed in every respect, and a couple of weeks later returned to the store where he made the purchase.

"These flannels are not what you claimed them to be," he said to the clerk.

"What is the trouble with them?" asked the clerk, "have they faded or shrunk?"

"Faded! Shrunk!" cried the purchaser, indignantly. "Why, when I came down to breakfast this morning with one of them on, my wife asked me:—"What are you wearing the baby's pink coral necklace for?"—Harper's.

Pride is a curious thing. Even the fellow who has been tarred and feathered may feel stuck up about it.

Dye Supplies and the War.

How the Inevitable Shortage is to be Supplied.

A question of practical and almost immediate interest in the budget of problems arising out of the war is that of dyes. Aniline dyes nowadays command the field. In a comparatively short time after their introduction, which is only a matter of half-a-century or so ago, they ousted the old-fashioned vegetable dyes, ruining the latter industry in certain countries to which it happened to be of great value. Though the credit of the discovery is due primarily to an English chemist named Perkin, it was not long before Germany succeeded in transplanting the industry to her own territory. Since then it has not stood still, but has gone on developing until the original has grown into what is really a group of associated industries. Some of these are not concerned with dyes at all, but with the manufacture of perfumes, flavorings, and so forth, but all are linked by being coal tar derivatives.

It is exercising the minds of users of dyes — and their name is legion—in Britain, America and elsewhere just now, whence supplies are to come when the existing stock, only a small one, is exhaasted. The emergency is one that demands speedy action, as speedy as is consistent with the re-establishment of an industry of a highly technical nature. The industry, fortunately, is not extinct in the United Kingdom, but the Germans have devoted an immense amount of patient care to its encouragement. In Germany the laboratory is a well-recognized adjunct of the factory. It is not granted an allowance as though it were a kind of poor relation, but the money expended upon it is regarded as an investment equally with the capital put into the manufacturing side of the business.

To give some idea of what a German dye plant means, some figures may be quoted relative to the Badische-Anilin and Soda-Fabrik, the largest of its kind in the world, whose gross sales amount to $70,000,000 annually. Its size may be gauged from the fact that it runs 158 boilers, 13 dynamos, a local waterworks, gas works and ice factory. There are 411 telephone sub-stations, 539 fire hydrants, and the company maintains its own fire department, including 25 steam engines. The number of workmen until recently was 8,000, and besides 918 officials in the commercial department, it has a staff of 217 chemists and 142 civil engineers. The company was founded in 1865. The products comprise the entire range of artificial organic coloring matters—aniline, alizarine, naphthol, resorcine, gallic acid dyes, and synthetic indigo.

The entire industry has sprung up from the production of dyes derived from coal tar. The company is self-contained also to the extent of making the heavy chemical re-agents which are

used to convert the initial materials into dyes.

Obviously, if England is to look after herself, instead of being looked after, she will have to take a leaf out of the German book and not begrudge expense on this score. When it is a question of investing, the capitalist naturally considers the inducement offered. In this instance a big "if" is involved in the question, which is discussed in all its bearings by the "Boot and Shoe Trades Journal."

"Will it pay British manufacturers to lay down plant to make these products (asks the writer). That is the essence of the question. As to many of them, the patents have expired, and to none of them will any German patent be held during the war to prevent a British manufacturer from making as much as he likes. This has frequently been stated quite publicly, and it gave much comfort to some dyers who have greatly felt the stoppage of supplies. But it is pointed out that, though we have plenty of raw material and have been in the habit of selling to Germany, the German firms, by writing off all their capital during a period of great profits, have secured a position so strong that in normal times they could undersell any maker in this country. Therefore, no British capitalist would lay down plant here, because he would be certain to lose his money at the end of the war. He would fear to be ruined by the declaration of peace.

There is one remedy for this wholly exceptional type of case, and that is that British capitalists laying down special plant to meet such needs should be guaranteed that the products of their German competitors shall be absolutely prohibited from entering the British Isles for ten years after the conclusion of peace. If this guarantee were given, capital would be encouraged to start these industries on which so many depend—industries which may be called key-industries, and which are now, or have been until now, in the hands of Germany or of Austria. It would certainly have been an astute move if Germany had conscientiously striven to monopolize many of the key industries of our boot manufacturing system, for instance, with a view of disorganizing the whole at some future date. We can, however, circumvent them by guaranteeing a profitable term of years to British capitalists, who will re-introduce into this country these key-industries.

Beyond question, we have Englishmen of scientific ability perfectly capable of starting and carrying on the manufacture. In the case of aniline dyes it is to this country that they owe their discovery and first employment, and it would be strange indeed if all knowledge of how to produce them now was lost. It is true that the Germans profess to have improved upon them. The exhibition at Cologne, opened this spring, contained noteworthy exhibits illustrative of the progress which is said to have been made in the energetic and highly organized laboratories of the large German chemical firms. The ordinary commercial dyes are known throughout the world, and are such as unquestionably could be manufactured in this country, given the safety of a guarantee for a period of years. At the same time, it might be necessary to extend the guarantee to by-products, which the Germans have turned to such good uses, and it is by the profit they make out of these as much as by the writing down of their capital, that the German manufacturers are in so strong a position as to make necessary the guarantee of which we have spoken.

Without something of the sort it is useless for the Board of Trade to recommend British manufacturers to seize markets vacated by Germany and Austria, owing to the British fleet having driven the commerce of our enemies off the sea. The German and Austrian sales at the time of the outbreak of war combined were, approximately, $16\frac{3}{4}$ millions, and were extending in British South Africa, British India, China, and the United States, though declining in Great Britain, Australia and some other countries. We cannot take over our enemies' trade, nor maintain our own, unless there are suitable supplies. No doubt a prohibition, such as we have suggested, upon the import of German dyes, would tend to raise the prices for a time. But, though the total amount spent on coloring is very large, it forms only a small item in the finished leathers and other products, and insufficient to raise the prices to such a level as to make them unattractive to the nations of the world.

There are signs, active and energetic, amongst the Americans to capture as much as possible of the German export trade, and particularly that portion which includes aniline dyes. It is the British fleet which has made any capture possible and it will be strange indeed if the British manufacturers do not make an effort equal to the American. We have no means of knowing to what extent the United States is affected by the German monopoly of certain key-industries, but we may be sure that the United States will not allow German patents to stand unduly in the way, so as to paralyse the industries dependent upon the key-industries, such as aniline dyes. German patents are not going to impede Great Britain either ; and it is, we trust, possible to find means that will encourage capitalists to re-start key-industries in this country, if necessary by guaranteeing them a term of years in which the corresponding German products shall be prohibited from entering our ports except in transit.

Incidentally it may be mentioned that one of the leading technical institutions in the United States, the Pratt Institute at Brooklyn, has made preparations not to supply the local deficiency—

THE DRUGGISTS

OF THE DOMINION OF CANADA

know who their FRIENDS are.

They remember that

Dr. Pierce

was the first to inaugurate the

SERIAL NUMBER-DIRECT-CONTRACT PLAN IN CANADA.

In consequence,
the druggist reaps a good profit on all
Dr. Pierce's Family Medicines.

It doesn't pay to give the customer any thing but Dr. Pierce's medicines when called for.
Remember you always get

Full Profits

on Dr. Pierce's goods.

that would be beyond the capacity of a single institution of the kind—but to show, by giving a practical illustration, how it can be supplied by American industrial chemists. America has the coal, consequently she can obtain the coal-tar and the resultant distillates. It is only a question of bringing the necessary enterprise to bear. Great Britain's case is on all-fours with America's.

As to the present moment we can, no doubt, throw open the German patents to any who care to work them without doing anything of which the German patentees could utter even the most academic complaint. It is to be remembered that under our new patent laws patents are only granted on the understanding that they shall to some extent at least be operated in this country. This legislation was criticized at the time in some quarters on the ground that it would lead to retaliation, and it is a fact that several countries which had not already similar laws in force took steps to copy our plan. Its wisdom, however, is now apparent. German patentees, for the most part, were careful only to operate their patents here to the least possible extent compatible with the legal requirements; but now they cannot carry on business, and their products "made in Germany" cannot come here. Therefore they are unable to comply with the stipulations of the law, and their patents are either suspended or completely void. There is thus, in these cases, no need for any scruple, and there can be no charge that we are not acting within the letter of the law and of our right in commencing at once the manufacture of aniline dyes and other patented articles."

The foregoing is an eminently practical suggestion made with regard to the ethical niceties of the situation which we may be sure our Teutonic friends would not bother themselves with for a moment, and Great Britain need have no scruples in meeting the broad necessities of the case in the drastic fashion described. The opportunity of supplanting Germany in the home market is only a dilusion in disguise if the trade is to revert to her at the expense of Britain once the war is over.

"Waiter!" the voice of the elderly man rose in accents of wrath from his table by the window.

"Yes, sir," replied the waiter, hustling forward. The customer swallowed several times quickly before he could command his voice. "Here, take—take this egg away?" he roared with an effort.

"Yes, sir," said the waiter obligingly, as he approached the offending article. "And—and what shall I do with it, sir?"

The elderly man rose menacingly in his chair.

"Do with it?" he bellowed. ";Do with it? Wring its neck!"

Pharmacy in Great Britain

Social Functions Abandoned—Drug Prices and the War—State Aid for the Fine Chemical Industry—Belgian Pharmacists Among the Refugees—Insurance Act Problems—Six Persons Killed as the Result of a Dispensing Mistake.

The festive functions, such as dinners, dances, smoking concerts and whist drives, which in normal times help to enliven the winter session of local pharmaceutical associations, are not being held this year, but the ordinary business meetings are being held just as usual. In exceptional cases, however, there have been several social pharmaceutical functions, but the proceeds have been handed over to one or other of the war funds. In a general way there has been no desire to hold the usual annual dinners, and if it has been decided to hold them they would certainly have been very poorly attended, for this is hardly the time for merry making. You must not gather from this that over here we are not in a cheerful mood; but with the news of the killed and wounded coming in and surrounded as we are by Belgian refugees and other signs of war, we are not rejoicing, although we are very cheerful and very confident of victory.

* * * * *

Since the advance in the prices of drugs that took place immediately after the outbreak of war fluctuations have not been of a violent character, and we are beginning to regard the abnormal quotations which are ruling for a good many drugs as nothing out of the ordinary. At the evening meeting of the Pharmaceutical Society on December 8th, the first meeting of the session, there was a very interesting discussion on the effect of the war on the drug market. One of the speakers, Mr. J. C. Umney, said the action of the Government in consultation with a drug supply advisory committee in framing an effective schedule of contraband of war, and allowing only departure from it under well considered and definite provisions, had done much to prevent clearance of existing stocks, and so protected the interests of our land and sea forces, as well as the civil population. The sudden onset of this world engulfing war, widening its area almost week by week, gave an opportunity to those holding considerable stocks of substances, primary and secondary, to ask for high rates, in part, no doubt, to effect a sale to nervous buyers, but also probably to ascertain available stocks by comparison of the wide range of prices forthcoming. The action of the Government by their inquiries and legislative power for acquisition, may be said to have labelled prices from the range of fancy to fact in the short space of two or three weeks. Although this prohibition of export of many important drugs and their pre-

parations and alkaloids was doubtless in the first instance dictated largely by the possible requirements of the Army and Navy, yet it is no secret that the Government, in framing the complete list, had in mind the effect that husbanding our drug and chemical resources would have on the cost of dispensing under the Insurance Act. The lesson taught by the conditions which we see round us to-day is the necessity for extended cultivation of drugs and aromatic plants throughout the Empire and the establishment on a permanent basis of the fine chemical industries.

* * * * *

There has been a great deal of public discussion concerning the manufacture of dye stuffs and fine chemicals, the object being to devise means of securing for this country a fair share of trade which hitherto has been almost entirely in the hands of Germany. Shortly after the outbreak of war the Board of Trade appointed a committee to consider and advise as to the best means of obtaining for the use of British Industry sufficient supplies of chemical products, colors, and dye stuffs of kinds hitherto mainly imported from countries with which we are now at war. On the advice of this committee the Board of Trade has now formulated a scheme for the formation of a limited company with a large capital of which the bulk would be subscribed by the consumers of dyestuffs and colors and others interested, the Government undertaking to subscribe a certain proportion of the share capital and to guarantee the interest on a large debenture issue for a term of years. Preliminary arrangements have already been made enabling the Government to acquire several dye-producing works in this country for the purposes of the new company and the Government is prepared to take all necessary steps to secure the acquisition of any other concerns in the United Kingdom whose transfer to the new company might be desirable. It may be taken for granted that the scheme will comprehend the manufacture of synthetic drugs ; several members of the Board of Trade Committee are engaged in the manufacture of medicinal products, and it is only natural to suppose that the subject of synthetic drugs which is so closely allied to that of coal tar colors would receive considerable attention.

* * * * *

Belgian pharmacists to the number of something like 150 are among the unfortunate people who have sought refuge in England. Everyone of them has been provided with food and shelter, and some of them have been engaged as assistants by pharmacists. The Pharmaceutical Society has thrown its school open to any Belgian student who desires to continue his studies, and I need hardly say that the kindly efforts of British chemists are highly appreciated. A fund has also been started to help not only the Belgian pharmacists who have come to this country, but also those who are left behind in a destitute condition.

* * *

Worries connected with the Insurance Act do not diminish, and as the year draws to a close it seems probable that in a great number of districts the money available to pay the drug bills will be altogether inadequate. In one district it is estimated that the pharmacists' bills will be discounted by more than 30 per cent., and in London, where the money last year was practically sufficient to pay the pharmacist all the money due to him, there will be a deficiency of 25 per cent. These are two examples of the kind of thing that is likely to happen all over the country, and you can gather from this that pharmacists are in a very uncomfortable position. Another real grievance of the pharmacists is that the Insurance Commissioners are insisting on allowing only half the ordinary dispensing fees for dispensing stock mixtures ; this means in effect that the dispensing fee in a large proportion of cases will be reduced to the sum of one penny. Pharmacists have strongly protested against the action of the Commissioners, and there was some talk of a strike, but nothing came of it.

* * *

An appalling calamity has occurred at a London asylum as a result of a dispensing mistake. There was no qualified dispenser at this institution, and the doctor who was doing the dispensing made up a number of draughts containing amylene hydrate, but instead of using a bottle containing a dilute solution of this drug he used the pure product, so that each patient got eight times the intended dose. The result was that six of them died. In future there is to be a qualified dispenser at this asylum, and it is to be hoped that other institutions where the dispensing arrangements are unsatisfactory will learn the lesson taught by this calamity.

Kent-McClain Again.

Mr. M. G. Corbitt, Merrickville, has greatly improved the appearance and selling facilities of his store recently by installing a line of show cases comprising silent salesmen of the well-known "Imperial" design and a "Honduras" cigar case. These were supplied by Kent-McClain, Limited, (Toronto Show Case Co.), of Toronto.

Personal.

We congratulate Mr. W. G. Noble, of the Lyman Bros. & Co. Limited, on his appointment to the position in the company of assistant to the managing director. Mr. Noble has been long and favorably connected with the drug business, and his many friends will no doubt be glad to know of this advancement.

Note on the Acidity of Hydrogen Peroxide Solution.

By B L. Murray, Ph. C., Rahway, N. J.

The acidity of solutions of hydrogen peroxide may be due to one or more acids, free phosphoric, sulphuric or hydrochloric, acid usually being present. To determine quantitatively how much free acid is present has been studied by many and with varying success. The choice of an indicator for the titration must be made, and it has generally been attempted to select one indicator suitable for all cases. Of course the amount of free acid in solution of hydrogen peroxide for general medicinal use does not need to be controlled very closely, so perhaps one indicator for all acids is sufficient. But by following out a suggestion published by the writer some years ago, and lately elaborated, we can easily select an indicator suitable to the acid to be titrated.

It was advised that one could decompose the hydrogen peroxide by means of paltinum metal, subsequently titrating the acid remaining. This procedure has now assumed this shape : Place the customary 25 c.c. sample of peroxide and an excess of decinormal solution of sodium hydroxide in a long test tube (about 8 or 10 inches long). Add about three grams of paltinized pumice stone and place the tube in a steam bath for about fifteen minutes, or until the peroxide is all decomposed. The heat and the shape of the container (long and narrow) hasten the reaction. It only remains to pour the remaining liquid into a beaker or flask and complete the titration of the acid that was in the peroxide, now in simple aqueous solution as a sodium salt. In our hands an excess of standardized acid is generally added, followed by boiling and subsequent titration with decinormal alkali. Any indicator suitable to the acid and conditions at hand can be used. Experiments show that it is easy by the above method to so completely destroy the peroxide that no reduction of permanganate can be obtained from the resulting liquid. The pumice stone is easily prepared by soaking the stone in solution of platinic chloride, then igniting, then re-soaking and re-igniting. It is used over and over.—National Druggist.

Business as Usual.

With the advent of a New Year those of us who are offering "Made in Canada" goods to the Canadian merchant, announce ourselves as believing in a revival of trade, the resumption of normal, or even improved conditions, and the ultimate success of the British Arms.

With the Empire at war, we at home must keep our heads up and the wheels turning, and it is our intention to go after business as never before.

Progress and development in the manufacture of Soda Fountains have made great strides in the last few years, and it has been our policy to introduce new features only after they have been thoroughly tried out. Our product is well and favorably known from coast to coast, and our customers include the most successful merchants in this line.

The Druggist, Confectioner and Tradesman who has considered the Soda Fountain Proposition as a business getter and a money maker is invited to consult us on his requirements. We have the newest and latest equipments, and are introducing several exclusive features in our 1915 output that will add materially to the appearance and practicability of the Soda Fountain.

We build soda fountains from $100 up and each the best for the money. We are about ready to issue our new catalogue of Soda Fountains, Fruits and Syrups, accessories and supplies, and we will be pleased to mail a copy of the catalogue to any Canadian druggist. —J. J. McLAUGHLIN, Limited, Toronto, Canada.

More Dangerous than the Fly.

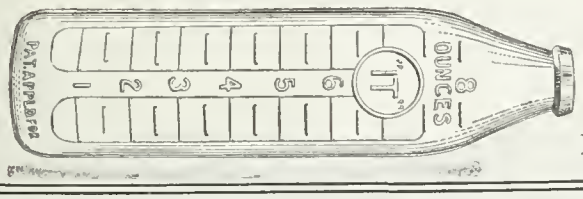
Time flies and "fly time" will soon be here. The summer pest is recognized as dangerous and various means of lessening its activities are used. "Swatting" the fly is effective to the insect swatted, but it is a nasty process and is calculated to scatter any disease germ the victim may carry. Fly poisons are more dangerous than flies. These usually contain arsenic to which sugar is added, and the sweet taste attracts children from two to six years of age. In July and August of last year, 35 children were thus poisoned, five of whom died, and in three months and a half 45 were poisoned, nine fatally. Arsenic is one of the most dangerous and insidious poisons, and when it is dressed up as something sweet to suck or nice to drink, the little ones are in the gravest danger.

If there was no other way of banishing the disgusting and dangerous fly than by swatting it or endangering the lives of children, the humanity would have a plague indeed. But there is a way that causes no disgust or sickness, no death, no fear when the children are out of mother's sight. "Tanglefoot" fly paper, a sheet coated with a very strong adhesive substance, catches the fly at once. The more the insect struggles, the more firmly it is bound until it is covered with the sticky material. There are no dead flies falling here and there or lying around. The work of banishing the fly is done cleanly and safely. "Tanglefoot" is the only rational remedy for the fly danger, and its cost is so small that fly poisons should be prohibited by law, as unnecessary, and a menace to health and life. Retail druggists who refuse to handle fly poison devices and who recommend the use of "Tanglefoot" fly paper will perform a great service to the community, aside from the increased patronage which such action will secure and deserve.

THE NEW NON-ROLLING ROUND NURSING BOTTLE

"IT" STANDS GOOD. "IT" LIES QUIET.

It is made in beautiful white flint glass, is handsome, and sells. Canadian trade supplied by the Richards Glass Co., Toronto, Canada, and lettered with your name if desired.



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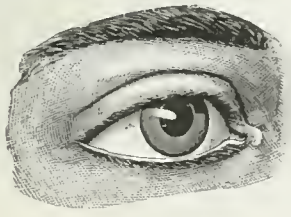


of Science have worked unceasingly for the advancement of Ophthalmology. The product of their great work is your opportunity. Enter this profession now, and win the Golden Rewards for restoring man's sight and curing affections of the eyes. Without drugs or surgical aid you may remedy, relieve and cure optical and pathological conditions.

The knowledge gained from our course in Ophthalmology proves an unfailing source of revenue, sometimes doubling and trebling the former earnings of its holder.

Send for information regarding attendance and mail courses, also $1,000 in Scholarships and Gold Prizes.

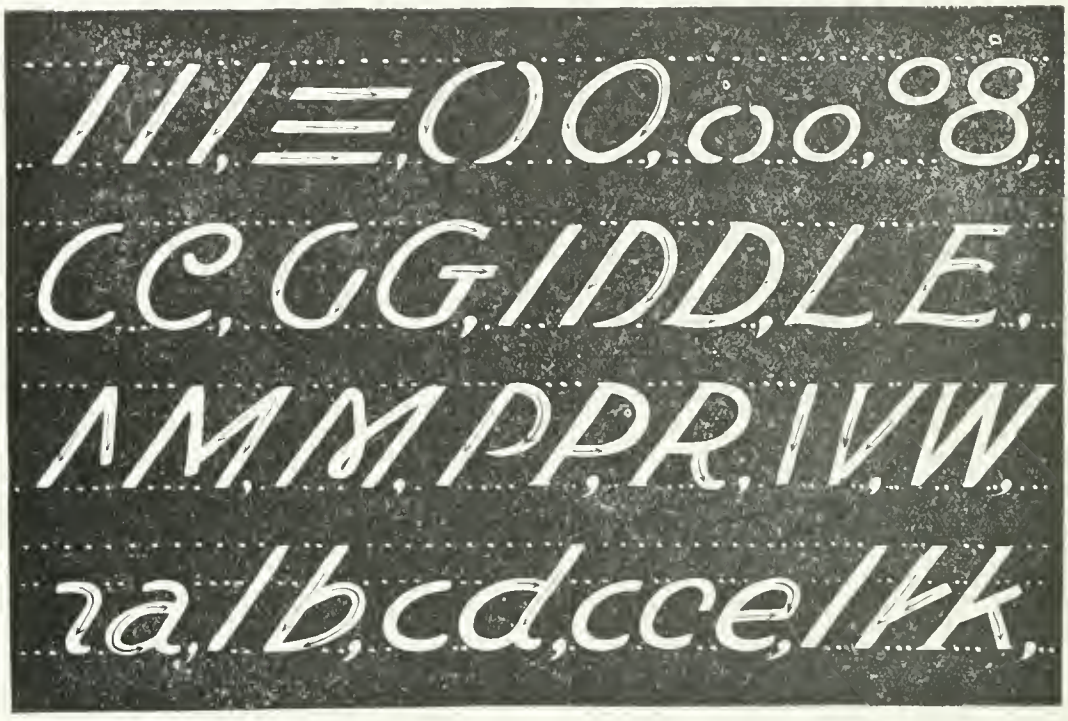
ROYAL COLLEGE OF SCIENCE, 709 Spadina Ave., TORONTO, CANADA

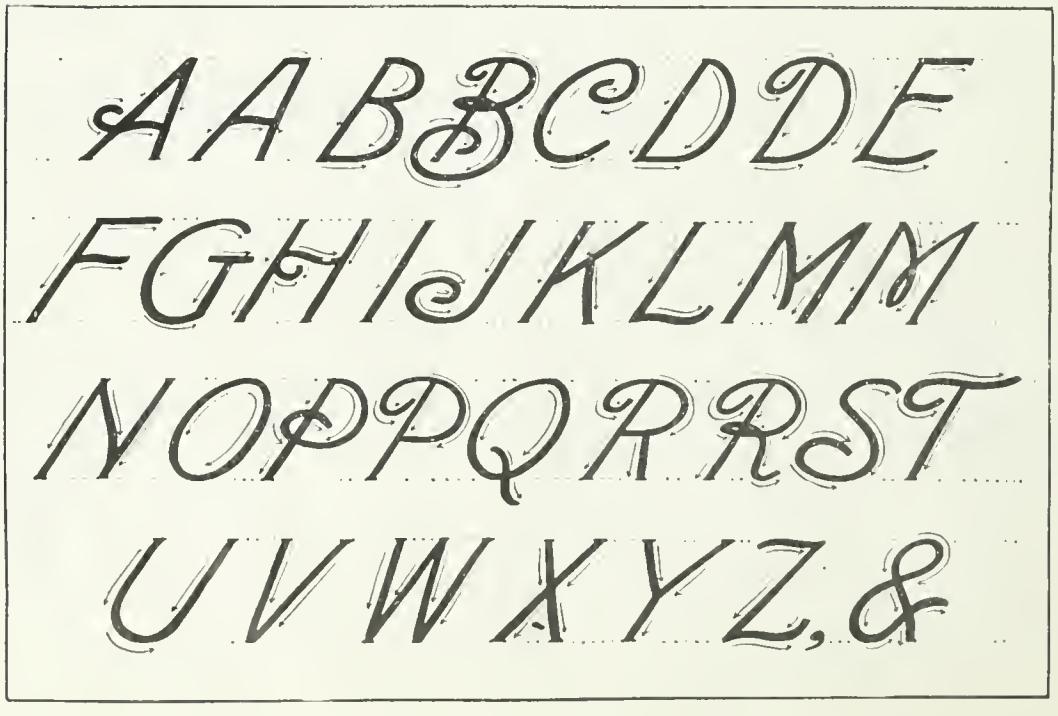
Show Card Brush Lettering.

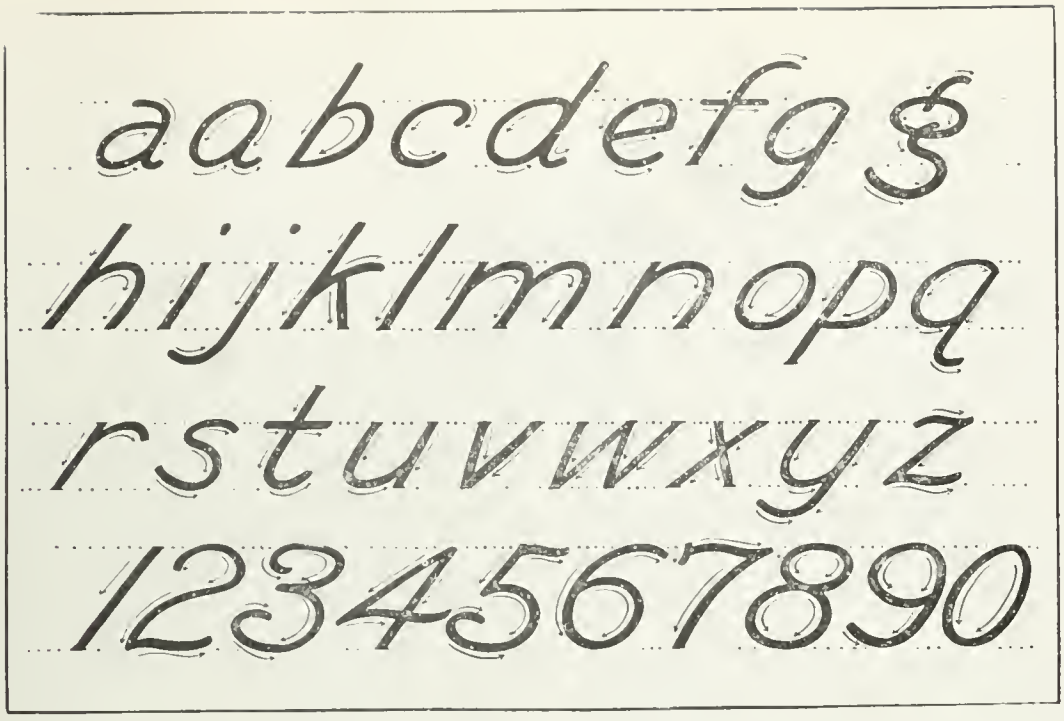
Written Specially for the Canadian Druggist.

For practice on brush lettering the beginner should use a number 7 or a number 9 Red Sable show card brush, and always keep the brush well charged with paint. The paint should be rather thick but free flowing so as to make full clean cut brush strokes without retracing or repeating the stroke.

The brush should be held similar to the manner of holding a lead pencil, except that it should be held more upright. For practice paper use a good quality of Manilla wrapping paper, of a smooth and firm surface. Colored print paper — blue—is excellent for practice when using white paint. For general show card work, use water







colors. Do not use colors ground in oil for lettering on paper or cardboard. Water colors are the best to use. Prepared water colors are recommended whenever it is handy to obtain them. A good serviceable show card paint may be made by yourself. The colors usually employed are termed "Dry Colors" which can be had at any druggists' or paint supply house. The following will make up a very good assortment of colors — Vermillion, Ultramarine Blue, Chrome Yellow, Lamp-black and Flake-White. Mix the color desired with water to a thick paste, then add a little mucilage for a binder—about one eighth mucilage. Thin the paint with water only when lettering. Don't make the paint too thin, just liquid enough to flow free and throw full line strokes with the lettering brush. Pay particular attention to the care of your brushes. After using be sure to thoroughly rinse the paint out of the brushes with clean water before setting them aside.

On practice on the first exercise plate, each stroke should be made with a free movement and uniform speed. The small arrows indicate the direction of each brush stroke, which will enable the learner to establish a free, easy, and accurate movement of the brush. Practice on lettering about one inch high. In show card lettering there are just two movements of the brush to be used, from top to bottom, and from left to right, as shown in the accompanying alphabet plates.

The original size of accompanying show card copies were one-quarter sheets—11 x 14 inches. Use white or colored cardboard about 4 or six ply. In lettering cards use enough speed to ensure smooth brush strokes, but don't hurry. Put in considerable practice on exercise and alphabet plates and you will be enabled to do a very neat variety of show cards in a short time.

1915 1915

BUSINESS AS USUAL---SOON

The local committee of the C. Ph. A. extend the season's greetings in our Convention slogan for the New Year

"Winnipeg or Bust"

They're coming from all over, so we'll be "At Home" all summer.

E. NESBITT,
President.

C. W. CAMPBELL,
Local Secretary.

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- W. McCullough
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Every description promptly supplied at lowest prices

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Screwneck Pomades, Winchesters, Stoppered Shoprounds, Drop Bottles, Glass Urinals, Glass Funnels, Clinicals, Hospital Wool, Trusses, etc.

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LONDON, = = ENGLAND.

Vitafer

A proteid tonic Food prepared in England.

Composition.—The entire protein constituents of Milk (Casein and Lactalbumen) combined with—

Calcium Glycerophosphate ...	2·2 per cent.
Magnesium Glycerophosphate ...	2·2 „ „
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VITAFER—A source of Phosphorus capable of easy assimilation.

Phosphorus in the forms best adapted for the function of—
Nerve Nutrition,
Bone Formation. Replacement of Tissue Phosphorus.

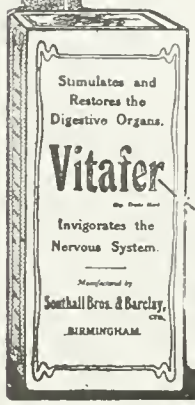
VITAFER is non-constipating.

SOLD IN TINS.

	2 oz.	4 oz.	8 oz.	16 oz.
Trade Prices	$3.50	$5.75	$9.50	$16.00 per doz.
Retail „	50c.	75c.	$1.25	$2.00 per tin.

Sole Manufacturers:—
SOUTHALL BROTHERS & BARCLAY, Ltd.,
BIRMINGHAM, ENGLAND.

Sold by the Wholesale Drug Trade Throughout Canada.



Begin the New Year Well

No man can possibly put the necessary vim and energy into his business if he does not feel well. There are hundreds of men and women suffering to-day and through this suffering their work is, to a certain extent, neglected, in office, workshop and in home. If you are suffering with the Piles, if you are subject to severe headaches, ask the druggist for Mrs. Summer's Combined Home Treatment. If he is out of it, write us direct.

Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
Cerate Ointment
Piles Remedy

Vanderhoof & Co. Limited

WINDSOR ONTARIO

To Color Electric Bulbs.

A number of formulas exist for coloring the bulbs of glow lamps. The following are quite satisfactory :

1. White shellac ..... 3 oz.
   Resin, powdered ..... 1 oz.
   Benzoin ..... 1 dr.
   Alcohol ..... 10 ozs.
   Aniline dye, of color desired, sufficient.

Dissolve the solids in the alcohol and apply to the bulbs. 2. Dissolve an aniline dye of the desired color in anisyl acetate (banana oil) or photographer's collodion. Clean the bulb thoroughly, dry coat with white of egg, and dry again. Now apply the dye, which will adhere firmly for a long time. 3. Dip the bulb into a saturated solution of alum and let it dry. The alum solution may be colored with anilin dyes or with cochineal for red, turmeric for yellow, indigo for blue, etc. This solution will at the same time give the bulbs a frosted appearance.

Kent-McClain Again.

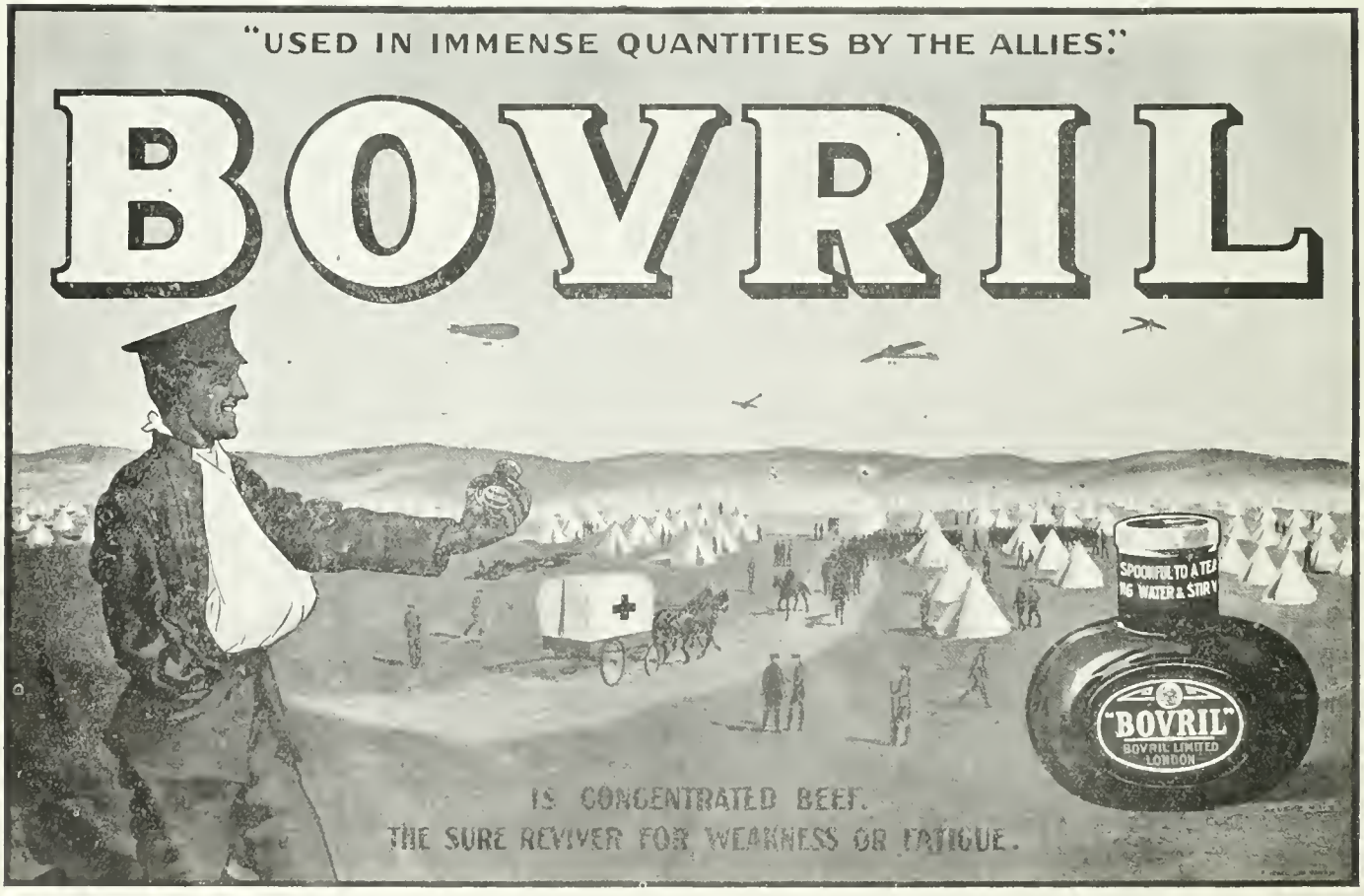
Mr. W. H. Lee has recently mad extensive improvements to his Avenue Road store. These comprise new fixtures built to match those already installed. All were designed and installed by Kent-McClain, Limited (Toronto Show Case Co.)

Plasmodial Anemia.

In spite of the modern theory of the etiology of malarial affections (mosquito-borne infection) this plasmodial disease continues to be rife in certain sections of the country, and bids fair to be like "the poor," always with us.

Every physician of experience appreciates the principles which should guide him in the treatment of the various acute manifestations of paludal poisoning, i.e., the destruction of the plasmodial hosts which have invaded the blood, and which, if not eliminated, consume and destroy the red cells, the vital element of the circulating fluid.

When this purpose has once been accomplished the patient is but partly cured ; the damage done to the red corpuscles must be repaired and the vitality of the blood restored, if re-infection is to be avoided. If there is any one condition in which direct hematinic or blood-building therapy is positively indicated, it is in Post-Malarial Anemia. As soon as the febrile period has passed, iron, in some form, should be given in full dosage. Pepto-Mangan (Gude) constitutes the ideal method of administering this essential blood-building agent in this as well as in any anemic condition. Both the iron and manganese in Pepto-Mangan are in organic combination with peptones, and are therefore easily and promptly absorbed and assimilated without causing digestive derangement or producing constipation.



The above illustration is a reproduction from a very handsome card 18 x 27½, printed in colors, which is being distributed throughout the drug stores in Canada.

New York Pharmacal Association's
PREPARATIONS

Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots) Lactopeptine Tablets
Lactopeptine Elixir, Plain Lactopeptine Elixir, Bismuth
Lactopeptine Elixir, Iron, Quinine and Strychnia
Lactopeptine Elixir, Gentian and Chloride of Iron

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine
Liqnid Peptonoids
Liquid Peptonoids with Coca Liquid Peptonoids with Creosote
Phosphagon

Palisade Manufacturing Company's
PREPARATIONS

Borolyptol Velvet Skin Soap Hemaboloids
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Every Retail Druggist should boost Home-Made Products. Among these

Antiphlogistine
TRADE MARK

has, for more than 20 years, been known for its **wide range** of Remedial Application, and for its **unchanging, uncompromising** Standard of Excellence, as an "honest, reliable pharmaceutical."

5 % Discount on orders of $ **12.** or more—through your jobber

"There's only ONE Antiphlogistine"

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HORLICK'S MALTED MILK

AT THE FOUNTAIN

Profitable. Easily Prepared.

—WRITE FOR—

Direction Cards with Formulas for New Drinks.
Attractive Signs.
Window Strips Forwarded.
All charges prepaid.

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Montreal, Que. Racine, Wis.

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE

(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

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Montreal Chemical Works
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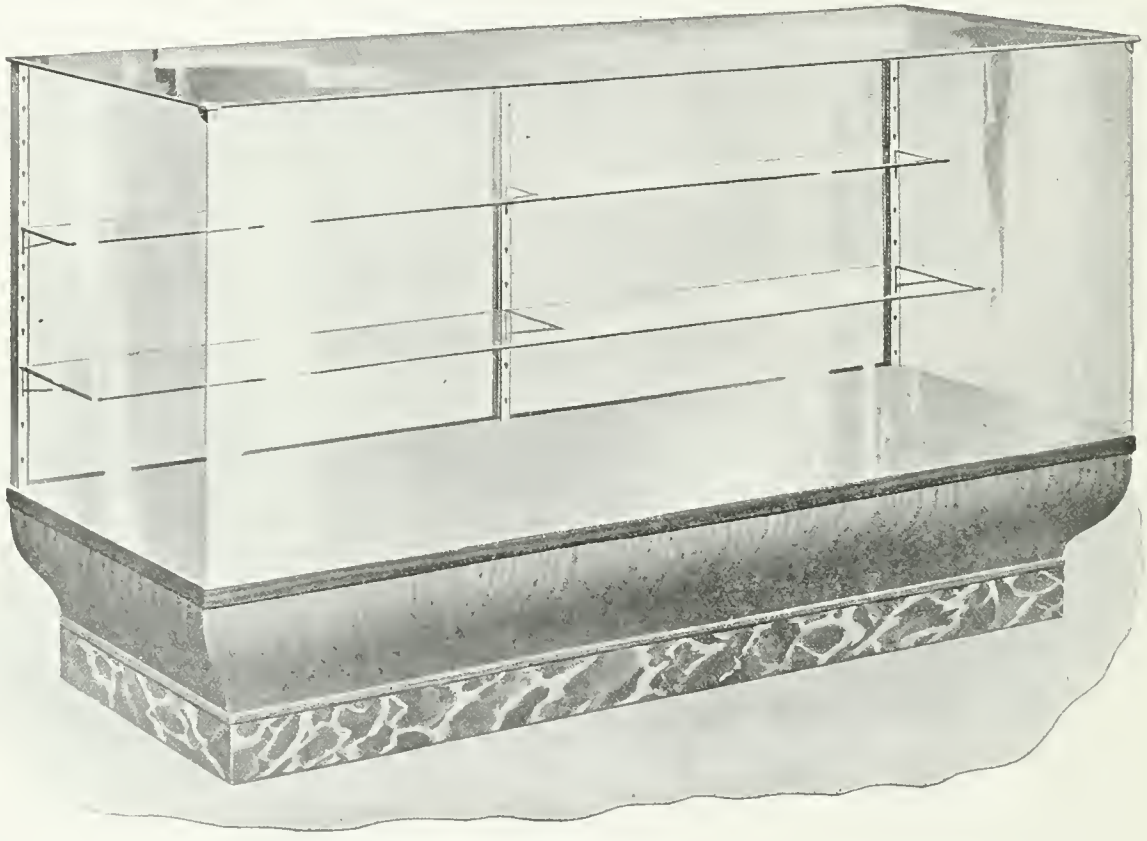
Experience proves that a business that pays with only poor fixtures will pay better with really good ones.



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TORONTO

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Write us for particulars if you cannot call at our factory.

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FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

Editorial.

"God Save the King."

There is no more interesting figure in all the British domains at any time than the person of the reigning monarch. For many years we loved and revered our good Queen Victoria. Her son, Edward, proved a worthy successor to the throne, and now we recognize the kingly attributes of George V.

If under ordinary circumstances there is no more splendid office on earth than that of the King of England, under the extraordinary circumstances of a world wide war, his position becomes at once unique and of surpassing interest.

Inalienably belonging to the King, and to no other, is the Royal prerogative. This is the expression used to describe the aggregate rights and powers inherent in the Crown; belonging to the Kingship; and attached to it from all time by the common law, by unbroken and unchallenged customs, and by special provisions of the statutes. Thus the final Royal assent in the case of war becomes the supreme arbitrament of the question. The hand of the monarch must sign and seal the last formal consent to hostilities. Nor is the responsibility for this any less on account of the fact that such final signatory authority is invariably exercised under the advice of the ministry, otherwise known as the King's advisers.

There is no great act of state which the Privy Council may perform without the concurrence of the King; there are numerous acts which require the concurrence of both the King and the Ministry; yet in some most important acts of State the King may follow his own judgment without the concurrence of the Ministry. It will thus be seen that the somewhat common conception of the King as a mere figurehead is a mistaken impression.

One has only to turn to history to find complete proof of the final authority of the monarch in case of proposed war.

The necessity of maintaining the prerogative, not only for the sake of the reigning House and the monarchy, but also for the sake of her people and the welfare of the country, was strongly felt by Queen Victoria. There were numerous minor indications of this during her reign, but the most notable occasion was in 1861, and the fact that the Royal Prerogative asserted war in that instance offers striking contrast to the present event.

Lord Palmerston, then Prime Minister, and Lord Russell, then Foreign Secretary, introduced in the Queen's speech for the opening of Parliament in the first days of February, a menace to Germany in regard to Denmark. This the Queen insisted should be withdrawn. Later on she wrote to Lord Granville on February 14th, and an extract from this letter makes illuminating reading at the moment. "Her Majesty is so thoroughly convinced of the danger and recklessness of our stirring up France and Russia to go to war that she would be prepared to make her stand upon it should it even cause the resignation of Lord Russell. There are duties and convictions so sacred and so strong that they outweigh all other considerations: but the Queen will not say this until Lord Granville tells her there is danger of anything of the kind, but she is quite determined upon it, solely for a regard to the safety of this country, and of Europe in general."

In the following month of May the danger of war again became imminent, thanks to an Austrian-German Alliance, but the Queen allowed it to be known that if the Ministry and Parliament did not adopt a pacific and neutral attitude she was prepared to dissolve the Parliament, and to let the country decide between herself and her Ministers. In the face of this determined attitude the Ministers gave way, and the will of the Monarch prevailed supreme.

Queen Victoria said, "there are duties and convictions so sacred and so strong that they outweigh all other considerations." This thought was used with reference to the present enemy, but under other and less urgent circumstances.

Half a century later the duties and convictions of the nation were toward the upholding of the rights and liberties of a weaker nation. The cause became sufficiently sacred and sufficiently strong. Therefore the Monarch concurred with his Ministers in their determination to go to the defence of Belgium. Nor could it have been said that Queen Victoria would have been likely to do otherwise under the same circumstances.

These two comparative instances will nevertheless serve to show the final authority of the Crown. The King is deserving not only of our loyalty, our fealty, and our support, he is also entitled to our complete appreciation of the tremendous responsibility which reposes in the Royal Prerogative. He is but human, the burden he bears is not of his own choosing, and these matters we should give consideration when we sing "God Save the King."

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Greetings

Toronto, January, 1915

Dear friends.—

We extend to you, our customers and prospective customers, most cordial greetings for the season, and our best wishes for a Happy and Prosperous New Year.

NOTE—If any of our customers, during the year, have purchased any articles from us with which they were dissatisfied in any way, we would deem it a favor, if they have not done so, to kindly give us full particulars and we will immediately undertake to satisfy them regarding same.

We wish to start the year with a clean sheet, and would much appreciate, if anyone has reason for complaint, if they would let us know at once rather than leave any matter without adjustment

We hope this year to give you a better service and better prices, and hope to receive more business from each of you.

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Waste and Extragavance.

In a recent speech before the Toronto Board of Trade, the Hon. Sir Geo. E. Foster gave a very interesting address on "The Enlargement of Canadian Trade." He spoke at length on the imports and exports of Canada, and the great opportunities which this country will have in the near future.

The one point which seemed to strike "home" was the speaker's reference to the great waste and extravagance which is so prevalent throughout this country. He said in part :—There are some things that you ought to stop, that Canada ought to stop, that Governments ought to stop, that Oppositions ought to stop. One thing amongst others is waste. I have come to the conclusion that there is enough waste in Canada, absolutely wasted every year, to make a mighty decent profit on the whole out-turn of Canada. The German was a pastmaster in that respect ; nothing was wasted. By his chemical process, his investigations, his adaptations of science to his practical output, everything was utilized from the top to the bottom, and there was no waste. On the farms of this country, what waste ! In the houses of this country, what waste ! In the shops of this country, what waste ! In the manufacteres of this country, what waste ! I need not belabor that ; it is a text that we might preach upon for days, and we would not get to the end of it.

The next thing that we ought to stop is extravagance. I feel, indeed, that this is even more important. We have been an extravagant country. Canada has been extravagant. It has had its years of fatness and plenty, and it has grown absolutely extravagant in those years ; and I do not mind saying that I think one thing that will come from this war and its burden, and our sacrifice to uphold that burden, is that it will chasten and simplify the people of Canada ; and I think it will not harm the people of Canada at all to be chastened in that way. Extravagance is next door to criminality, and extravagance has certainly been a curse in this country. To-day in the presence of that awful contest which is being waged on those two great war lines, each hundreds of miles in extent, in the face of the forces which are pitted against each other and the struggle which promises to be terribly expensive and costly in human life as well as in human products—in the face of all that, what man in Canada dares waste anything —dares indulge in useless extravagance on living or personal pleasure ? Nay ; not until this war is over and the situation is settled, not until then let us allow ourselves in the least possible degree to gratify our desire for extravagance and for show.

Chmeicals of German Origin.

We give below a list of some of these items which are now free to be manufactured by any person, the German patents having expired.

Aristol .....Thymol Iodide
Duotal ... .Guaiacol Carbonate
Creosotal .....Creosote Carbonate
Phenacetin ....Acetphenetidin
Trional ....Sulphon-ethyl-methane
Sulphonal ....Sulphonmethane
Heroin ....Diacetyl-morphine
Urotropin ... .Hexamethylenamine
Diuertin...Theobromine and Sodium Salicylate

The first is the copyrighted name and the true name is placed opposite.

American Pharmaceutical Association.

ELECTION OF OFFICERS.

The officers elect of the American Pharmaceutical Association for the year 1915 are as follows:

President, W. C. Alpers, Cleveland, Ohio; First Vice-President, Charles H. Lawall, Philadelphia, Pa.; Second Vice-President, E. A. Ruddiman, Nashville, Tenn.; Third Vice-President, L. A. Brown, Lexington, Ky. Members of the Council : Caswell A. Mayo, New York, N.Y.; F. M. Apple, Philadelphia, Pa.; H. V. Arny, New York, N. Y.

An Old Friend.

Editor Canadian Druggist :

Dear Sir,—Enclosed find $1.00 for your Journal. I have enjoyed its pages for many years while in the drug business, and still consider it an old friend. Keep sending it.

Sincerely yours,
J. W. CAIRNS, M.D.
Resident Medical Officer
Children's Hospital, Winnipeg.

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When Do Drug Stores Do Business?

Probably some of our readers saw the following letter in one of the Toronto daily papers.

"On Wednesday morning between 7.10 and 7.40 I called on four different druggists to get some medicine for my family who were suffering terribly, and found it impossible to get into any of these places. I have since learned they will not do any business before 8 a.m., no matter how important it is. These druggists have got legislation preventing the grocer from even selling such simple things as bromo seltzer, salts, etc., while they themselves are continually butting into other people's business. Should they not be compelled to give people medicine at any hour at night, when the case is important, especially between 7 and 8 in the morning?"

For a mother or father to attempt unsuccessfully to get medicine from four different drug stores at a time when it is urgently needed, is certainly very regrettable. We all know, or at least most of us, what an urgent case of sickness means. We know how necessary it is for prompt thought and prompt action, and therefore we can all realize how this man felt when he failed to get in one of these four drug stores. Many of us have gone to a drug store early in the morning and late at night, and sometimes in the middle of the night, and as far as my experience goes, I do not remember coming back without the goods.

None of us are too eager to get out of bed at 7.10 during the present season, but I do not believe that there is a druggist in the Dominion who would not come down and serve a customer in a case of sickness.

My candid opinion is that the man did not wait long enough for any of the druggists to come downstairs.

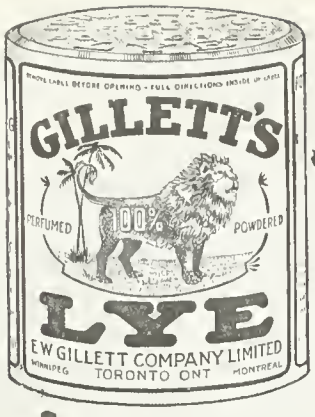
It is altogether unfair to publish a letter of this kind in the daily papers. It is a reflection on the druggists who surely put in enough hours in the store, without getting up at 7 o'clock.

Old Friends in New Dress.

A student in a medical college, while learning the use of the ophthalmoscope, was told to examine a man's eye and report upon the condition of it. The doctor-to-be adjusted the instrument and looked long and searchingly into the subject's left optic.

"Most remarkable!" he ejaculated, with a surprised look. Readjusting the ophthalmoscope, he again carefully scrutinized the eye. "Very extraordinary, indeed!" he exclaimed. "I never heard of such an eye. This must be some new disease. Have you ever had an expert's opinion on it?"

"Once," was the laconic reply. "The man who put it in said it was a fine bit of glass."—Tit-Bits.



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Cherry Punch.

Put some cracked ice in a tall glass, add two ounces of cherry syrup, a little lime juice, a spoonful of crushed pineapple and shake; then fill up the glass solid with soda and top off with a slice of orange and slices of strawberry. Serve with straws, adding a spoon, as many like to eat the fruits.

FRESH ORANGE SYRUP.

Orange syrup is prepared the same as lemon, only you use eight oranges of the size which are packed 96 to a crate. Use California naval oranges when they are obtainable, as they give the finest flavored syrup. In grating oranges be very careful not to go too deep, as the syrup is likely to have a bitter taste. It takes practice to become perfect, and no formula will take the place of experience.

Personal.

A gold medal is to be presented by Mr. Henry S. Wellcome to Dr. Power, to commemorate his directorship of the Wellcome Chemical Research Laboratories for 18½ years. In addition Mr. Wellcome is causing a life-size portrait of Dr. Power to be painted.

Optical Department

(Copyrighted by the Royal College of Science)

METHODS OF TESTING.

With one eye covered and patient looking at test card at 6 meters distant. If vision is fairly clear 7,8,9 or 10-10ths and a weak plus sphere does not blur or lower the vision "Hyperopia" is present, and the amount present is indicated by the strongest plus lens, that leaves the vision 10-10, or nearly so as possible. (10-10 or 6-6 means normal vision). The absence of hyperopia is not proven until weak plus spheres have been tried over both eyes singly and together. This is called the bi-nocular test.

FOGLNG TEST. Place patient 6 metres from the test card, which should be placed on a level with the eyes and the light coming from behind the patient. Place trial frame upon patient's face and insert a strong plus sphere in front of the left eye, then place a plus 5.00 D. or plus 6.00 S. in front of the right eye, exclude the light from the left eye by an opaque disc, and direct the patient's attention to the large letters of the test card, making sure that all letters are blurred, even the very largest.

This fogging lens should be placed in the rear cell of the trial frame and proceed to reduce the strength of the plus lens by means of adding minus lens in front of it. This should be done by commencing with a weak minus, say a —0.25 or —0.50 diopter, and gradually increase the strength of the same, until clear vision is obtained or sight equals 10-10 (6-6), or as nearly so as possible, making sure that the lines of the astigmatic chart are all of the same color. Always stop reducing the plus spheres a little short of the clearest vision. Now the combined strength of the two lenses may be converted into one, such as a plus 8.00 S. combined with minus 5.00 S. leaves a plus 3.00 diopter sphere. The plus 3.00 diopter sphere would then replace the other two.

Care should be taken during this test to always keep a lens of sufficient strength in front of the eye to neutralize the error.

Now remove the opaque disc from the left eye and place it over the right one, and proceed in the same manner to correct this; and when the strongest plus sphere has been found that will give clear vision at 6-6, or 10-10, or as nearly so as possible, remove the opaque disc from before the right eye, using the binocular (both eyes) test when it will generally be found that you can increase the strength of the lens somewhat, and the same vision be maintained, the strength of the lenses finally used being the extent of the hypermetropic error in the eyes.

MYOPIA.

Myopia is a condition of the eye in which, with the accommodation at rest, parallel rays of light focus before they come to the Retina. Myopia, like hyperopia, is liable to be of the axial variety called Axial Myopia, the myopia being due to the fact that the eye is too long anterio-posteriorly.

Refractive myopia may be present as a result of the corneal curvature being too acute, or the crystaline lens too convex, but as all cases of myopia are corrected by the same style of lens, the cause of the myopia makes no difference in the form of the correction given. Parallel rays of light on entering the myopic eye come to a focus before reaching the retina; therefore a myopic eye may be considered as having too much plus or refractive power, and the amount of excess must be neutralized by minus spherical lenses to clarify the distant vision; therefore, a myopic eye may be termed a plus eye, or an eye in which there is more than 50.00 D. of refractive power.

A myopic eye cannot see clearly at a distance, but can usually see clearly for close work. All cases of myopia should be examined from time to time, and if it is found to be progressive, careful measures should be taken to arrest its progress. If myopia is found to be progressive, advise total absence from close work, study, etc., no tight lacing, or close fitting collars, outdoor exercise and an erect position, strict attention to general health and frequent examinations. In myopia of low degree, that is to say, from 1.00 to 3.00 diopters and patient under the age of 40 years, the same correction may frequently be used for distant vision and also for close work. In myopia of more than 5.00 diopter, two pairs of glasses, (one for distant vision and the other for close work) are generally required. The far point of a myopic eye is always within infinity, and the near point of a myopic eye is generally closer than that of the emmetropic eye of the same age; nevertheless, the accommodation is undeveloped and does not correspond in many cases to that given in the table for the amplitude of accommodation.

SYMPTOMS OF MYOPIA. The patient holds objects close to the eyes to obtain a good view, devotes time to indoor work and books, in preference to outdoor sports, see distant objects indistinctly, and generally close objects clearly. A prominent eye is generally a myopic eye, and a very wide interpupillary distance frequently denotes myopia.

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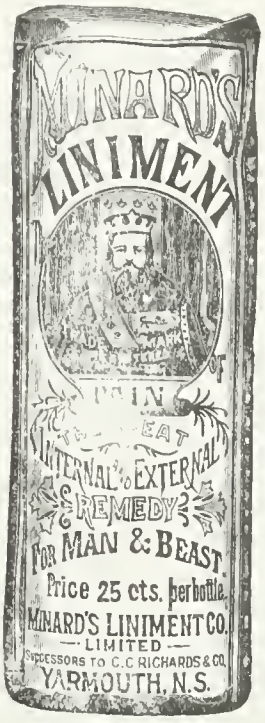

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TESTS FOR MYOPIA. Place patient in chair and adjust the trial frame, exclude the light from the left eye, and direct attention to distant card. If myopia is present all letters will be indistinct, that is, if there is any considerable degree of myopia. By the use of a plus spherical lens, vision is made worse. Try a minus spherical lens and vision will be improved. Gradually increase the strength until vision equals 6-6. 10-10, or as nearly so as possible, always making sure that the weakest possible minus lens is used for this purpose and something at least slightly weaker than this given for distant vision.

MIXED ASTIGMATISM.

MIXED ASTIGMATISM is a condition in which one meridian of the eye is above normal in its refractive power and the meridian at right angles below normal, or a condition in which hyperopic astigmatism and myopic astigmatism are present in the same eye. The amount of defect present is usually difficult to ascertain by subjective methods of examination.

Test.—Direct patient's attention to the distant card and it will be found that, although plus spheres do not improve vision much, they will, as a rule, make very little difference. Successively stronger lenses should be applied until vision is blurred, then drop back to the last lens that did not blur and direct attention to the astigmatic chart. One set of bars will be found blacker than the others, and after determining that a plus cylinder will not improve, minus cylinders may be applied, axis at right angles to the blackest bars until the lines all appear equally black and white and the reading as clear as possible. The correction in this case is the strongest plus spherical lens combined with the weakest minus cylinder that makes the vision as clear as possible and the bars all equally black and white. It will be found that the minus cylinder is of a greater strength than the plus sphere, as it must be sufficient in strength to not only neutralize the sphere in the direction opposite to its axis but also to correct the myopic defect in that meridian of the eye as well.

In testing mixed astigmatism it will sometimes be found on directing patient's attention to the astigmatic chart that two sets of lines or bars on different parts of the chart frequently appear equally dark, and the examiner may, if he chooses, use the astigmatic chart for this test. Apply a plus sphere until all bars are blurred, then reduce the power gradually by minus spheres until one set is clear, and afterwards apply minus cylinders to clear up the remaining bars. It is also possible to correct mixed astigmatism with a plus cylinder axis in one direction and a minus cylinder axis at right angles. This, however, would be a difficult lens to grind, besides being much more expensive and less satisfactory than the spherocylinder. The prescription is usually written a plus sphere combined with a minus cylinder.

Cases of mixed astigmatism frequently give considerable trouble in testing because of the varying degrees of sight and the unsatisfactory auswers of the patient. They will sometimes read letters on the card quite correctly, and a few minutes later will make glaring errors while using the same lens correction.

THE STENOPIC SLIT is serviceable in testing for mixed astigmatism. Insert it in the trial frame and direct patient's attention to the distant card, then rotate the slit to the meridian that gives the clearest and most distinct vision, and insert a plus sphere to get the best vision possible, always using the strongest sphere that will apply in each case. Now rotate slit to the right angle and apply minus sphere that will answer for this purpose. The correction will be the same strength of minus, but this must be written in a cylinder and the axis placed parallel to the last position occupied by the slit.

ANISOMETROPIA is a condition in which there is a difference in the refractive power of the two eyes. One may be hyperopic and the other more hyperopic. One eye may be emmetropic and the other ametropic, one hyperopic and the other myopic, or they may both be myopic, but of a greater degree in one than the other. In cases of anisometropia the best eye should generally be corrected first, but it will frequently be found impracticable to give a full correction for the eye having the deeper defect, by applying successive stronger lenses, however, at intervals of from one to three months a more complete correction for the weaker eye may be obtained. If there is a marked difference in the sight of the two eyes, the one with the lower vision may sometimes be improved by excluding the light from the opposite eye for a half hour to an hour each day.

RULES FOR CORRECTING ASTIGMATISM.—If astigmatism is present according to the rule, that is, plus cylinder axis 90 or minus cylinder axis 180, a fairly complete correction may be permitted, but if the axis of plus cylinders are at a point other than 90, or minus cylinder with axis other thau 180, considerably less than the complete correction and generally not more than one half the strength indicated should be prescribed. This will vary in different cases, and the following rule will serve as a guide. Rule—if the sum or difference of the two axes equals either 90 or 180 give not more than 2-3 of the full correction in the first instance, and if the sum or difference of the two numbers does not equal 90 or 180 give not more than 1-3 or at the very most ½ of the full correction indicated. Where a correction as full as ½ is prescribed the lens should be slipped in a trial frame for temporary use around the office before being made up for the constant use of the patient.

TEST CARD.

In taking up the consideration

of the Test Card for the distant vision test or, as it is sometimes called, the "Acuteness of Vision," we use a set of letters composed by Snellen, based on the mathematical knowledge, found by experiment, that the smallest distance between two points on the retina which can be separately perceived, is 0.00436 M.M. or about twice the diameter of a single cone; but there is only one place in the retina where the cones are as close as .002 M.M. This is in the region of the macula and in the macula itself, the most sensitive part of the eye; but in the other parts, such as the periphery of the field of vision, the two points must be further apart to give clear vision.

Another way in which one can put this is that the smallest image that can be perceived on the retina at the macula corresponds to a visual angle of 1 minute, so that two objects separated by an angular interval of less than one minute would produce in the eye the effect of one image.

Now the visual angle has been shown to be an angle included between two lines drawn through the nodal point to the opposite edges of the object.

The sharpness, or, as we call it, the distinctness, of any retinal image depends greatly on the transparency of the media, the regularity of their surfaces and the accurate adjustment of the eye according to the distance of the object from the eye.

Now we have seen that this distance must show an angle of at least 1 degree, and the Test Type of Snellen are made on this principle. He has made a selection of letters, the width of each line of which, placed at its proper distance, subtends and angle of 1 minute, that is to say, that each line of that letter will form an image of that size from its smallest part.

Now, if we take five spaces of this size for the size of each letter, we have an image formed on the retina subtending an angle of five minutes. This is, in the majority of cases, the smallest visual angle that the normal retina can comfortably appreciate.

You will find that the test card is marked with a series of figures showing the distance, in metres or feet, at which each line of letters will appear at an angle of 5 minutes, and each line of those letters at an angle of 1 minute.

Now you will remember that the eye is divided into 360 degrees, the same as any other circle, and that consequently the angle of one minute is equal to 1-60 of any one of these lines or spaces forming one of these 360 degrees, so that the word minute or degree does not mean any fixed size of the space in feet or inches, but is only a proportionate amount of any sized circle that may be made.

Now let us see how this is applied to our reading type. The average sized type is ordinarily held at a distance of 13 inches (33 centimeters) from the face for continuous reading. Patients with long arms or uncorrected presbyopia, however, will sometimes vary this to 15 and even 17 inches, so that we may take 15 inches as a basis of reckoning.

This gives us the radius of a circle, the diameter of which would be 30 inches and the circumference about 90 inches or a little more. This circumference is divided into 360 degrees, which gives us one-quarter of an inch as the size of one degree. This quarter of an inch is divided into 60 minutes, which gives us 1-240 of an inch as the size of one minute. That is to say, that in a 30 inch circle having a circumference of 90 inches the width of an angle of 1 degree at its base is 1-240 of an inch in size. This is the width or size of an object that can be discerned at 15 inches, while five times this size or 5-240 of an inch is the smallest letter that can be comfortably seen at the same distance, this being a letter 1-48 of an inch in size. This principle governs the size of the letters, and was only found after repeated experiments.

Long continued experiments seem to prove that the normal eye was not capable of discerning any object that did not subtend an angle of at least 1 minute or an image that did not subtend an angle of 5 minutes for continuous and comfortable vision.

The acuteness of vision is measured by the smallest distance at which two points can be separately distinguished, and expressed by a fraction, the numerator of which represents either the feet distant or the meters distant at which the card is hung, and the denominator represents the line of letters able to be read at that distance, and is recorded in the following manner: vision equals 20-20 — 6-6 or 20-10, 6-3, etc.

The normal vision is generally accepted as represented by 20-20, 10-10 or 6-6, which means that the test being made at 6 meters, the fraction of 6-6 indicated that the line of letters which subtend an angle of 5 minutes at a distance of 6 meters can be distinguished clearly.

You will often find people can see some letters quite clearly, while others in the same line are mis-called. This shows that there is an error of refraction present; that while the perceptive vision may be normally acute the refractive portions of the eye are not normal and need correction.

DISPENSING OPTICAL PRESCRIPTIONS.

In taking up the subject of dispensing optical prescriptions we open up a very wide field.

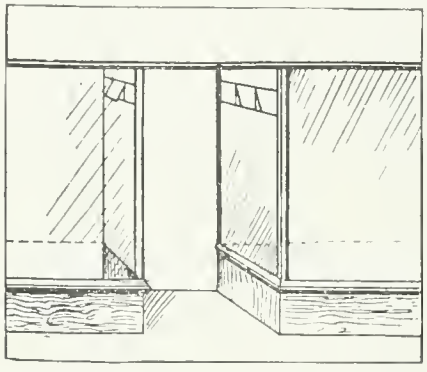
To the man that becomes an expert in this class of work there is assured, first, a good position, and, secondly, a steady income, for really first-class mechanical opticians are by no means plentiful. The company or firm that enjoys the possession of a man of this class will do almost any reasonable thing to retain his services.

To be able to roll a frame and true it up properly is only a matter of careful application and practice, but to be able to grind lenses accurately and fit them properly calls for a training and also a knowledge of refraction, otherwise, errors will creep in, which are detrimental and unsatisfactory to his employer and his employer's clientele.

How to Keep the Frost From Your Store Window.

This is the time of year when one of the chief problems which confronts the window trimmer is how to keep the frost off the panes. The remedy is very simple when the cause is understood and when the remedy itself is explained. Practical trimmers have never found any liquid, mixture or compound which will do the work. Glycerine applied to the window is said to be effective, but no good trimmers ever use it. Double windows will keep the frost off pretty well when the joints are practically air tight, but it is unsightly to have two glasses between the window gazer and the display, says "The Commercial."

Frost on the window is caused by the difference in temperature between the air on the outside of the window and that on the inside. The same phenomenon is seen on a pitcher of ice water in a warm room or on a pail filled with cold water in



a hot room, or a pipe filled with steam or hot water in a cold place. A sheet of window glass outdoors, where both sides are subjected to the same temperature, will show no frost, but when the glass is cold on one side and warm on the other the moisture in the atmosphere collects on the warm side in the form of a vapor and the cold glass condenses this vapor and freezes it on the glass.

It is obvious, then, that the thing to do is to make the temperature the same on both sides of the window, and the best thing to do is to box the window in as nearly air tight as it can be made, so that it will be almost as cold inside of the window as it is outdoors. If the window is needed to admit light into the store, the upper part of the partition at the back of the window may be made of glass.

Another method used by many stores is to place ventilating openings onto the sidewalk just under the windows and similar openings in the floor of the window just back of the glass. A third series of openings is made in the ceiling of the window and a fourth opening out onto the street just above the top of the window glass. This admits a current of cold air from below the window and it passes upward just back of the window and out into the street again above the window. This current of cold air keeps the glass cold on the inside and prevents frost from forming.

When this method is used, care must be taken to prevent the admission of dust through the openings. Fine screens of some sort must be placed over the openings, and the upper ones must be hooded so as to prevent dust from blowing in from the street on the merchandise displayed.

CURRENT FROM ELECTRIC FAN.

One of the simplest and best methods yet found to keep frost from show windows has been discovered by a western shoe dealer, who had tried all known remedies, but found some flaw or other in each, until he tried using an electric fan. He says, "I became wearied with using glycerine, alcohol, and other things, and one day discovered by accident, that an air current circulating through the window would keep down the frost there. The constant opening and shutting of the door of the store always drove the warm air into the show windows, and as we had no double windows, frost always hid our goods from the passerby. I start the fan when I come down in the morning, and inside of an hour the window is as clear as in the summer time. The circulating air keeps the chilled air from striking the pane, and in order to always keep the air moving I keep one door of the window partly open all the time, which also aids in preventing the heated air from being pushed against the window glass. I tried my fan treatment with the mercury at 5 below zero and it worked beautifully. Besides, there is an advantage to it, for the passerby, seeing the fan at this time of the year, wonders what is up, and stops to examine the freak idea, seeking the reason for the stunt."

Household Deodorizer.

A deodorizer for home and office use has been produced which operates by catalyptic action. It is described in Popular Mechanics as a small, bottle-shaped lamp, which has the appearance of being merely an alcohol burner. A heated piece of platinum kept glowing by alcoholic fumes acts as the catalyptic agent for converting the vapor into formaldehyde. This permeates the air and removes from it the odors of stale tobacco smoke, kitchen smells and gases. By mixing a small quantity of perfume with the alcohol the lamp gives off its antiseptic vapor and at the same time scatters the aroma of the perfume.

Photography

The Camera in Warfare.

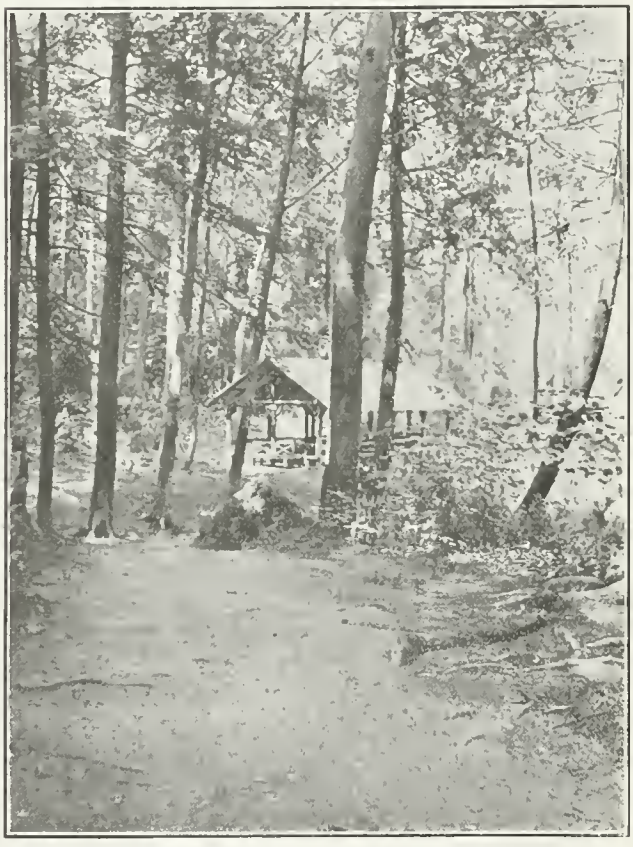
Sir Evelyn Wood has very justly complained that photographs of warfare lack the fire and expression that characterized the draughtsman's illustrations, and he selected as a typical example of the spirit which was missing to-day Lady Butler's "Balaclava," a picture which, as the "Evening Standard" points out, was not the work of an artist on the battlefield at all, but in his studio. The reason for the change is two-fold. One is that before actual battle scenes can be photographed, the photographer must be within a reasonable, which in this instance, means a very short, distance of the scenes themselves. The correspondent could gaze at groups a mile away or so, through his binoculars, and sketch what he saw or fancied he saw, which could be elaborated in Fleet Street into a stirring scene which may, or may not, have happened. A photographer at such a distance, in spite of the popular notions of the power of telephotography, would practically get nothing. Were he to get at close quarters to actual hand-to-hand fighting, which is what the public demands in a battle picture, always assuming that such hand to hand fighting is taking place at all, it is highly improbable that he would get away alive. War is an infinitely more terrible thing than the man in the street in these islands has any conception ; and in warfare war-correspondents, whether with pencil or camera, are quite out of place, except as a means of misleading the foe, a purpose for which the camera is unfitted and useless. The other reason referred to is that war is becoming less spectacular. What can be done, when, as we learn from a friend who went through more than one of the battles in South Africa, it is occasionally that glimpses of the enemy are to be obtained at all ? A thin line of kharki clad men trying to conceal themselves half a mile or more away, and firing at the slightest thing which shows signs of movement on the part of the enemy, hardly lends itself to "artistic realism," whatever that may be, so long as the artist is hampered by a camera. Hence we see our papers filled with photographs of troops going to the war, ambulance wagons coming back, groups of refugees, street scenes in capitals, almost everything, in fact, except the unphotographable warfare itself.

XMAS WINDOW DISPLAYS GREAT ATTRACTION FOR THE CAMERA FIEND.

The enterprising druggist is always anxious to have a "picture" of his Xmas window display. More often than not it proves a failure. Either because the druggist attempts it himself or engages an amateur photographer.

The making of a photograph of a window display is a very "ticklish" job to an amateur. There are two things which require consideration ; first, the goods must show quite distinctly ; secondly, there must be absolutely no reflection on the window glass.

It is a common thing in these pictures to see the opposite side of the street far more plainly than the window display. The first thing to do then is to secure a good background which will form a contrast to the color of the goods in the window. This is a subject which cannot well be treated here, as space will not permit. A very useful book is published by the Bybee Pub. Co., of Chicago, dealing with this subject, and is well worth the attention of every druggist who is interested in photography.



A GOOD PICTURE BY A GOOD DRUGGIST.

Shampoo Jelly.

The Pharmazeutische Zentralhalle gives the following :

Soft soap	120 parts
Potassium carbonate	30 parts
Glycerin	60 parts

Dissolve the soap in the smallest possible quantity of water and add the potassium carbonate. When nearly cold, incorporate the glycerin and add sufficient oil of lavender or bergamot, or a mixture of both, to perfume. The jelly can be thinned, if desired, by the addition of water.

Manitoba Pharmaceutical Association.

Junior Examinations.

DISPENSING.

Examiner—John Cochrane, Esq.

Note.—Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and dispatch will be rated.

1. Mrs. Gorman.

R Magnes. Sulph. .....oz. i
Magnes. Carb. .....dr. ii
Pulv. Rhei .....scr. ii
Syr. Simplic. .....oz.
Aq. Menth. Pip. .....q.s. ad. oz. viii
M. Sig. oz. ss pro dosis omni mane.

H. F. S.—M. D.

2. Chas. West.

R Ferri Redacti .....gr. x
Ext. Nuc. Vomic. .....gr v
Pil. Rhei Co. .....scr. ii
M. Div. in pil. x.
Sig. Cap. unam nocte maneque.

J. D. F.—M. D.

3. Miss Stewart.

R Hydrarg Subchlor .....gr. iii
Sod. Bicarb. .....

4. Jas. Parker.

R Beta-naphthol .....scr. i
Zinci. Oxid. .....gr. x
Picis Liq. .....dr. i
Adipis .....oz. i
M. Ft. Ung.
Sig. Mod. prescript. utend.

D.G.P.—M.D.

PRESCRIPTIONS.

Examiner—John Cochrane, Esq.,
Time Allowed—Two hours.

1. Name and define the several parts of a complete prescription, illustrating your answer with a sample prescription.

2. How would you prepare :—

(a) R Potas. Iodid. .....
Iodi. .....aa scr. i
Glycerin .....dr. i
Adipis .....oz. i
M. Ft. Ung.

(b) R Camphorae .....oz. iiss
Ol. Lavand. .....dr. i
Liq. Ammon. Fort. .....oz. v
Spt. Vini Rect .....q.s. ad. oz. xx
M. Ft. Linim.

3. Give English translation of :—Cum ; Congius ; Mensura ; Libra ; De die in diem ; Cujus ; Compositus ; Aqua fervens ; Vel ; sesuncia.

4. Criticize the following prescriptions indicating any errors or any changes likely to occur :

(a) R Bismuth. Subcarb. .....dr. ii
Pepsin .....dr. i
Acid. Hydrochlor. Dil. .....dr. ii
Syrup. Aurantii. .....oz. ss
Acid. Hydrocya. Dil .....dr. iss
Aq. Menth. Pip. .....q.s. ad. oz.iv.
Sig. oz. ss. at bedtime.

(b) R Extract. Ballad. .....
Extract Cascara. .....aa scr. i
Strych. Sulph. .....gr. ii
Pil. Rhei Co. .....scr. ii
Div. in pil. xv.
Sig. Take one three times a day.

5. Translate into English :—

Recipe.
Potassi Acetatis ..... scrupulum
Liquoris Ammoniae Acetatis...drachmas duas
Spiritus Aetheris Nitrosi .....semiunciam
Aquae Menthae Piperitae .....uncias quatuor
Misce. Cochlearia dua magna secundis horis sumantur.

6. (a) Give English names for :—Succus Scoparii ; Coccus ; Amygdala Amara ; Sapo durus ; Pterocarpi Lignum ; Piper nigrum ; Linum contusum ; Gossypium ; Charta sinapis ; Cetaceum.

(b) Give B.P. Latin names for :—Paregoric ; Baking Soda ; Spirit of Sal Volatile ; Phenol ; Basilicon Ointment ; Starch ; Blue Ointment ; White Precipitate ; Opodeldoc ; Camphorated Oil.

7. Give dosage of :— Ammonium Chloride ; Acid Arsenios ; Hydrarg. Biniod ; Calomel ; Pulv. Ipecac. Co.; Plumbi Acet.; Tinct. Bellad.; Sulphonal ; Potass. Permang.; Liq. Hydrarg. Perchlor.

8, 9 and 10. Oral examination.

CHEMISTRY.

Examiner—J. M. Fisher, Phm. B.
Time Allowed—Two Hours.

1. Define :—Elements ; Atoms ; Molecules ; Valency.

2. Give the atomic weights of the following and their symbols :—Aluminum ; Arsenic ; Bismuth ; Calcium ; Carbon ; Iodine ; Oxygen ; Silver ; Potassium ; Lead.

3. State Dalton's and Guy Lussac's laws of combination.

4. Complete the following equations :—

$$NaCl + H_2SO_4 =$$
$$2KBr + 3H_2SO_4 =$$
$$2HBr + Cl_2 =$$

5. Write notes on Hydrogen under the following heads :—History ; Occurrence ; Preparation ; Physical Properties ; Chemical Properties.

6. Distinguish between "analysis" and "synthesis," illustrating by examples.

7. (a) On decomposing a body of water with an electric spark what would be the relative volumes of Hydrogen and Oxygen obtained ?

(b) What would be the relative weights of Hydrogen and Oxygen obtained ?

8. Name the principal commercial sources of the following :—Potassium Salts ; Sodium Salts ; Magnesium Salts.

9. (a) Enumerate the "alakline earth" group of elements.

(b) Enumerate the "alakli metal" group of elements.

10. Name an element whose valency is not constant and write formulas of salts of the element in which its valency differs.

PHARMACY.

Examiner—J. M. Fisher, Phm. B.

Time Allowed—Two Hours.

1. Define :—(a) Pharmacopoeias. (b) Dispensatories.

2. How should the following be stored, giving reasons for your answers ?— Chlorine Water ; Lime Water ; Liquor Plumbi ; Syrup of Wild Cherry ; Syrup of Acacia.

3. Give the B. P. process for the preparation of the following :—Hydrous Wool Fat ; Belladonna Ointment ; Liquor Plumbi.

4. Write the formula for a seidlitz powder.

5. (a) State the solubility in water of each of the following :—Boracic Acid ; Borax ; Chlorate of Potash ; Bichloride of Mercury ; Sodium Chloride ; Sodium Bicarbonate ; Sub-chloride of Mercury.

(b) At what temperature should the water be taken ?

6. Distinguish between :—(a) Cerates and Ointments. (b) Infusions and Decoctions.

7. State the dose of each of the following, and the menstrum used in their preparation :—Tr. Nux. Vomica ; Liq. Morphine Hydrochloride ; Liq. Donovani ; Compound Tincture of Camphor ; Tr. Ginger ; Wine of Ipecac ; Liquid Extract of Cascara ; Spirits of Chloroform ; Tr. Digitalis ; Acid Sulphuric Aromatic.

8. Explain fully why the B. P. directs that the following preparations should be kept stirred during the cooling stage of their preparation : Benzoated Lard ; Ung. Paraffin ; Ung. Zinci Oxidum.

9. Enumerate the ingredients of which each of the following are composed :—Mercury Pill ; Mercury Ointment ; Dover's Powder ; Fowler's Solution.

10. Give the official B. P. title of each of the following :—Tannin ; Elixir of Vitriol ; Tartar Emetic ; Precipitated Chalk ; Slated Lime ; Sacred Bark ; Indian Hemp ; White Precipitate ; Calomel ; Grey Powder.

MATERIA MEDICA.

Examiner—F. C. Stearman, Phm. B.

Time Allowed—Two Hours.

1. Tabulate the official drugs under the natural order Polygalaceae. Mention the parts of each used in medicine with their medical properties, and state the geographical source of each distinctly and the B. P. preparations into which each drug enters.

2. (a) Compare Calumba Root with Quassia.

(b) State the plant name and source of the former.

(c) Mention the process of the manufacture of the infusions and state your reasons for employed method.

(d) State the medical properties and official preparations of Calumba.

3. Cod Liver Oil.

(a) State briefly the manner of production.

(b) How would you detect any adulterations ?

(c) Mention most important commercial constituent, the therapeutic value and the general mode of administration.

4. (a) Define the following terms and give examples of drugs coming under each head :—Myotics ; Diuretics ; Escharotics ; Styptics.

(b) State procedure to be taken in administering poisonous doses of Acetate of Lead and Carbolic Acid.

(c) Define the term poison and state the manner in which poisons get into the system.

5. (a) What are the following :—Spts. Chloric Ether ; Cathartic Powder ; Efferves. Tartrated Soda Powder ; Tincture of Steel ; Friar's Balsam; Huxham's Tincture.

(b) What do you understand by the following terms :— Menstrua ; Excipient ; Confections ; Infusions.

6. Give the Latinic name and medical properties of :—Ox Gall ; Aconite Root ; White Mustard ; Honey ; Cetaceum ; Mayapple.

7. Write short notes on the production of Cimicifuga and Theobromatis, mentioning the geographical source and medical properties of each.

RESULTS OF EXAMINATIONS.

Senior Examination.

Passed :—In order of merit—H.D. Neve, Vancouver ; V. F. Ableson, Victoria ; W. S. P. Alexander, Vancouver ; John Robertson, Vancouver ; Fred H. Tennant, Vernon.

Passed now and on previous occasions— O. J. Stevenson, Vancouver ; F. J. Neiley, Vancouver.

Starred in subjects.—Hartley Battson, New Westminster, Chemistry and Pharmacy ; Jas. T. Crawford, Vancouver, Materia Medica ; David Dick, Vancouver, Botany ; Earl Harcus, Vancouver, Materia Medica and Botany ; E. F. Lasage, Vancouver, Chemistry and Materia Medica ; R. A. Royston, Duncan, Materia Medica and Botany ; F. W. Steacy, New Westminster, Botany.

Junior Examination.

Passed—C. S. Clayton, Vancouver.

Passed now and on previous occasions—Gilbert Parfett, Victoria.

Starred in subjects—J. B. Mayes, Vancouver, Chemistry ; L. C. Macken, Vancouver, Chemistry and Materia Medica ; Ormond McDonald, Victoria, Chemistry.

The Tepoorten Gold Medal.

Hamilton E. Sclater, New Westminster, B.C., is the winner of the J. A. Tepoorten, Juniori General Proficiency Gold Medal for the year 1914.

Druggists are After Pennant of Commercia League.

Officers Elected and Strong Men will be put on Ice

The following are the officers of the Druggist Hockey Club :

Patrons—A. Duncan, R.P. Teasdale, R.N. Kelly, E. A. Jolly, J. A. McLachlin, and W. C. Campbell.

Honorary President—Mayor Martin.

Honorary Vice-President—Dr. Whitmore.

President—B. F. Cunningham.

Vice-President—W. E. Arens.

Manager—C. H. Lander.

Secretary-Treasurer—C. W. Hipwell.

Executive Committee—S. C. Edwards, C. S. Galbraith, H. M. Hindson and P. C. Robson.

There is one team in the Commercial League which is going in to win that championship, if such a thing is possible, and that seven is the Druggists. Last night this team met, and if there is a single office that was ever connected with a hockey team that was not filled, no one in the meeting noticed it. A full compliment of officials, from patrons to secretary-treasurer was elected, and the executive committee of the club is not backward in stating that the "pill mixers" will grab off that Commercial League bunting.

British Columbia Pharmaceutical Association Semi-annual Examinations.

The Board of Examiners met on October 8th in Vancouver, and after considering the applications for registration, recommended registration as follows :

As Certified Apprentices—Horace Thorne, M.R. Phillips, J. R. McWilliams, Earl Alexander, Irene Houston, Arthur R. Ostrom, George Edward Curtis, Edward McMahon, Francis Earl, C. Crummett, R. A. Royston, J. J. O'Neill, Robert G. Stewart, Bertha B. Weinrobe, Edmond A. Powers, Lorne Thompson Morgan, Edgar Cranston, W. O. Scott, Walter Ramsay McLeod, Alvin Knight.

As certified apprentices upon the production of all necessary qualification papers—Reginald H. Speck, Guy S. Weightman, R. B. Irving, D. Oliver, Norman S. Ballard, Wilfred Reginald Lond, Albert Babcock.

As Certified Clerks—Kate MacCrimmon.

As Licentiates—Dr. Swenerton.

The Pneumonia Convalescent.

While the course and progress of acute lobar pneumonia is short, sharp and decisive, the impression made upon the general vitality is often profound and apparently out of proportion to the duration of the disease. Even the robust, sthenic patient is likely to emerge from the defervescent period with an embarrassed heart and general prostration. In such cases the convalescent should be closely watched and the heart and general vitality should be strengthened and supported, and this is especially true as applied to the patient who was more or less devitalized before the invasion of the disease. For the purpose indicated, strychnia is a veritable prop upon which the embarrassed heart and circulation can lean for strength and support. As a general revitalizing agent is also needed at this time, it is an excellent time to order Pepto-Mangan (Gude), to which should be added the appropriate dose of strychnia, according to age, condition and indications. As a general tonic and bracer to the circulation, nervous system and the organism generally, this combination cannot be surpassed.

Kent-McClain Again.

The Pharmacie St. Denis, of 119 St. Denis St., Montreal, have recently installed a handsome line of show cases together with cash desk. The cases include "Eclipse" all glass construction silent salesmen, and one of the indispensable "Trianon" combination counter show case and stock cabinet, as made only by Kent-McClain, Limited, (Toronto Show Case Co.), of Toronto.

Books and Stationery.

Oldest Book in the World.

"This is the oldest book in the world," said the wise woman of the party of card players, indicating the pack of cards held in their hands. "Its leaves have been called playing cards since the 14th century, but they were known as far back as history reaches, by the Chinese Persians, and Egyptians, not to mention the ancients of prehistoric times. A pack of cards said to be 1,000 years old is preserved in the Museum of the Royal Asiatic Society."

"The women who play bridge all the morning, and then all the afternoon, and after that go to bridge parties in the evening," said another of the party, "little think what ancient things they are playing with. But what was the purpose of this book in the time before it became a game?"

"The mystic book," answered the wise woman, "held the hidden wisdom of the ancient world. It was used by the priests in their temples when time was young. Call its origin Egyptian or what you will, it is full of astronomical symbolism, and the wisdom of number; such learning as men had of old was carefully concealed from the uninitiated. But to those who could read it the mystic text book was a veritable book of fate.

"The cards, for one thing, are all symbols of the astrological art. Each one is an emblem. It would tire you if I should attempt to go into the subject deeply. I can only glance along the top waves of the deep ocean. But notice a few particulars which lie upon the surface.

"The 52 emblems or pages of this book represent the 52 weeks in the year. The 12 court emblems are the 12 months, and the 13 cards in each suit represent the sun and the 12 signs of the zodiac, the four suit figures the four seasons.

"Further—but this you can easily see— the heart is the emblem of spring and love, the trefoil or clover leaf—we call it club—of summer and knowledge, the diamond of autumn and wealth, and the acorn or spade of winter, labor and death.

"The pages of this book are in red and black. White was once used in place of red. These colors in the cards symbolize night and day, astronomically, and the lights and shades of life as applied to man.

"Look closely at the court cards and notice the emblems carried. These all survive from the ancient forms. The queens hold the lotus flower supplemented in the case of the queen of spades by distaff, emblem of industry kept through all the long centuries. The king and queen of clubs bear symbols of wisdom, the king still plainly showing the winged globe.

"Each suit has its mystic symbolism, corresponding to the planets, in both suit and spots. Venus and Mercury rule hearts, Mars and Earth rule clubs, Jupiter and Neptune diamonds, Saturn and Uranus spades. But I am becoming too astrological. I must close this fascinating book."

"No, no," the others protested. And then some one asked, "What about the joker?"

"Oh, the joker is a modern invention. He does not count in any serious game of life or of cards. Yet there was in the days of old always a court jester, so this new card is not really out of place among queens and kings."

Book Review.

The Copp Clark Co., Limited, announce for immediate publication: "With The Allies," by Richard Harding Davis. Fully illustrated, large, 12mo. net. $1.00. Mr. Davis has just returned from the seat of war, bringing first-hand information about conditions. It is a complete account of Mr. Davis' European experiences, including the bombardment of Rheims Cathedral, of which he was an eye-witness; the burning of Louvain, the entrance of the Germans into Brussels, his capture as an English spy, and the battle of Soissons. Anything that Mr. Davis writes is always sure of a large audience, and this will undoubtedly be no exception to that rule.

On the Making of Printed Books.

Warwick Bros. & Rutter, Ltd., have recently issued a book dealing with the preparation of manuscript, the correction of proofs, and the details of book making. The book contains 32 pages and cover. It is well printed, and contains illustrations showing the various departments of the Warwick Bros. factory.

The book has been prepared for the special use of customers and other people who are interested in the making of books.

Each book has been sent out in an envelope to match, and is fastened with a very neat clasp.

The Na-Dru-Co Poster Stamps.

The National Drug and Chemical Co. are once again giving some new ideas to the retail druggist.

In the current issue of their "Drug News" six samples of poster stamps are to be found attached to the inside front cover. The subject in this series is "Made-in-Canada" goods.

The stamps are printed in colors and are very attractive. The stamps will be sent to druggists who ask for them.

The poster stamp idea is a splendid one, and from an advertising viewpoint, it cannot be beaten.

Formulary

A Page of Shampoos Gathered from Various Sources.

A hair shampoo is usually a tincture of odorless soft soap. It is mostly perfumed with lavender, and colored with green aniline. Prepared the same as tr. sapon. virid. (U.S.P.), using an inexpensive soft soap, that is a good foam producer. Directions: Wet the hair well in warm water and rub in a few teaspoonfuls of the following formulas. No. 1 is considered the best:

Parts	I.	II.	III.	IV.
Cottonseed oil	...	24	26	14
Linseed oil	20	..	..	..
Malaga olive oil	20	..	..	..
Caustic Potash	9½	8	6	3
Alcohol	5	4½	5	2
Water	30	26	34	16½

Warm the mixed oils on a large water bath, then the potash and water in another vessel, heating both to 158 degrees F., and adding the latter hot solution to the hot oil while stirring briskly. Now add and thoroughly mix the alcohol. Stop stirring, keeping the heat at 158 deg. F., until the mass becomes clear and a small quantity dissolves in boiling water without globules of oil separating. If stirred after the alcohol has been mixed, the soap will be opaque. Set aside for a few days in a warm place before using to make liquid shampoo. (Nat. Druggist).

LIQUID SHAMPOOS.

1. Fluid extract of soap-bark ... 10 parts
   Glycerin ... 5 parts
   Cologne water ... 10 parts
   Alcohol ... 20 parts
   Rose water ... 30 parts
2. Soft soap ... 24 parts
   Potassium carbonate ... 5 parts
   Alcohol ... 48 parts
   Water, enough to make ... 400 parts

SHAMPOO PASTES.

1. White castile soap, in shavings ... 2 ounces
   Ammonia water ... 2 fl. ounces
   Bay rum, or cologne water. 1 fl. ounce
   Glycerin ... 1 fl. ounce
   Water ... 12 fl. ounces

Dissolve the soap in the water by means of heat; when nearly cold stir in other ingredients.

2. Castile soap, white ... 4 ounces
   Potassium carbonate ... 1 ounce
   Water ... 6 fl. ounces
   Glycerin ... 2 fl. ounces
   Oil of lavender flowers ... 5 drops
   Oil of bergamot ... 10 drops

To the water, add the soap, in shavings, and the potassium carbonate, and heat on a water-bath until thoroughly softened; add the glycerin and oils. If necessary to reduce to proper consistency, more water may be added.

TRANSPARENT SHAMPOO JELLY.

Transparent Soap ... 100 parts
Potassium Carbonate ... 12 parts
Water ... 150 parts
Glycerin ... 50 parts

Coarsely powder the soap and place in a suitable vessel. Dissolve the potassium carbonate in the water and add to it the soap. Heat over a water bath until melted, then add the glycerin; when a homogeneous mixture is made, cool a small sample. If this is too firm, add water in sufficient quantity to thin to the desired consistency. Thoroughly incorporate and perfume as desired.

LIQUID SHAMPOO.

Green Soap ... 1½ lbs.
Potassium Carbonate ... ¼ lb.
Alcohol ... 2 pts.
Oil Bergamot ... ½ oz.
Oil Neroli ... 1 dr.
Water to make ... 1 gal.

Dissolve the soap in the alcohol, and add the oils, dissolve the potassium carbonate in two pints of water and mix the two solutions. Add water to make one gallon, and allow to stand for two weeks occasionally stirring, then filter.

EGG SHAMPOO.

Whites of 2 eggs.
Water ... 5 fl. ozs.
Water of Ammonia ... 3 fl. ozs.
Cologne water ... 1-3 fl. oz.
Alcohol ... 4 fl. ozs.

Beat the egg whites to a froth, and add the other ingredients in the order in which they are named, with a thorough mixing after each addition.

3. Ammonia water ... 3 parts
   Cologne water ... 3 parts
   Alcohol ... 40 parts
   Water ... 40 parts
   White of egg, sufficient.

The albumen, well beaten up, is added to the ammonia and water, previously mixed, then add the other ingredients. To make it first-class about 2 eggs should be used to the pint of shampoo.

4. Borax powdered ... 2 parts
   Glycerin ... 1 part
   Rum ... 20 parts
   Cologne or bay rum ... 5 parts
   White of egg, sufficient.

Rub up the borax with the glycerin, add the rum and cologne, or bay rum mixed, little by little under vigorous stirring. Finally, add the white of egg (2 to the quart), previously well beaten up, and stir until thoroughly mixed.

IMITATION EGG SHAMPOO.

Many of the egg shampoos are so called from their appearance. They usually contain no egg and are merely preparations of perfumed soft soap. Here are some formulas :

1. White castile soap ... . 4 ozs.
   Powdered curd soap .... 2 ozs.
   Potassium carbonate .... 1 oz.
   Honey .... 1 oz.

Make a homogeneous paste by heating with water.

2. Melt 3½ pounds of lard over a salt water bath and run into it a lye formed by dissolving 8 ounces of caustic potassia in 1½ pints of water. Stir well until saponification is affected, and perfume as desired.

DRY SHAMPOO.

Orris root .... 6 ozs.
Fuller's earth ... . 7 ozs.
Arrow root starch .... ½ oz.
Oil of lavender .... 1 dram
Alcohol .... 2 ozs.

Reduce the solids to a fine powder ; mix this well and spread it out to a thickness of about 2 inches. On this spray the oil dissolved in the alcohol, and, after several hours, pass the powder through a moderately fine sieve.

SHAMPOO POWDERS.

1. Powdered quillaia .... ¼ oz.
   Camphor .... 10 grains
   Borax .... 1 ounce
   Sodium carbonate, dried ..... ½ ounce
   Oil of rosemary .... 20 drops
2. Powdered soap .... ¼ ounce
   Dried sodium carbonate..... ..... 1 drachm
   Borax .... ½ drachm
   Oil of rosemary .... 15 drops
   Phenolphthalein .... ½ grain

Examination Results in Pharmacy.

(Continued from page 8).

Granted Aegrotat with pass standing— E. A. Simmons.

Starred in subjects— J. S. Lawson, chemistry ; W. A. Richard, botany ; Jos. Spring, botany ; V. H. Wilson, Latin and botany.

Highest in subjects—Pharmacy—F. F. Holmuth and J. G. W. Watson (equal) ; Jas. A. Dickie. Practical Pharmacy—C. W. Holbrook, J. Russell White and Arch. Bulgin. Latin, Posology, etc.— F. W. Powers, and O. P. Watson (equal) ; C. W. McDermid and Pierre L. Park (equal). Botany — Clinton B. Reed and F. J. Powers (equal) ; O. P. Watson, R. W. Redman, and H. L. Halpenny (equal).

Practical chemistry—M. S. Mirochnisk, J. H. Anguish, R. Nicol, and V. O. Sawyer (both equal). Chemistry—C. W. McDermid, M. M. McCormick, R. W. Redman. Physics— F. J. Powers, Clinton B. Reed and A. R. Wilkins (equal).

Supplemental examinations for those who failed to pass or received stars will be held January 11th, 1915, commencing at 9 a.m.

The lectures of the senior term will commence on Tuesday, January 5th, 1915.

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fresh plants whenever possible; foreign plants sent from Europe, etc., are preserved by alcohol until they can be made up. There are some exceptions to the use of fresh plants, and in the case of ipecac and cinchona. No provision is made in the present pharmacopoeia for standardizing the preparations, but it is expected that this will be done in succeeding editions. The metric system of weights and measures is used. The utensils in use for pharmaceutical manufacturing are about the same as those used in other pharmacies, but scrupulous care is taken in cleansing them after use. The alcohol is carefully selected, and is of 87 per cent. strength. The preparations used include those from the animal, vegetable and mineral kingdoms. The homeopathic pharmacist must gather his own plants, the time of gathering being quite important, a regular schedule for this work being provided. The roots when gathered are carefully cleansed, sometimes washed, and moisture content noted, for which allowance is made in preparing the tinctures.

The drugs are generally macerated 7 days in two gallon bottles, each bottle being shaken ten times twice a day. The speaker thought that the process of making tinctures by the maceration of fresh drugs was an excellent one, as it provided for the retention of the volatile constituents. At the present time most homeopathic physicians prefer low tinctures (or potencies). The "mother tincture" is designated by "1X," which represents a drug strength of 1-10th. To make the second dilution, one part of the mother tincture, four parts of water and five parts of alcohol are taken, the resulting dilution representing a drug strength of 1-100 and is designated by "2X." The third dilution or potency is designated by "3X" and represents a drug strength of 1-1000. Homeopathic pharmacists pride themselves upon their triturations, which consist of one part of chemical to nine parts of milk sugar, triturated for hours, separate mortars being used for the different triturates; in the case of odorous drugs, the trituration is done in separate rooms. The strength of the triturates is indicated in a manner similar to that designating the strength of the tinctures.

Pellets can be medicated by pouring tinctures over them, five No. 40 pellets absorbing one minim of tincture. Tablets are very carefully made and tested, sometimes by the aid of the microscope. Sugar pills are made in copper kettles lined with wood, in much the same manner as ordinary pills are coated, granulated sugar forming the foundation. The tincture presses and stills are gold lined.

In concluding his address Dr. Borneman said that a homeopathic pharmacist must be absolutely honest, a statement which should apply also to others.—Phar. Era.

The French Folk Medicine.

By J. F. Llewellyn, Mexico, in the Mo. Ph. A. Papers, 1914.

The Druids wore crowns of vervain, and shot arrows to allay storms. A seventh century engraving shows St. Roche curing the plague. This Saint was also a veterinarian, cakes from his altar (1639) cured hydrophobia. Many were cured (507) by sleeping in churches.

In the 13th century they used tincture of flints, oil of bricks, spirits of paper, volatile salts of frogs, staghorn, ivory, blood, skulls, human hair and nails, oil of viper, and draughts of urine.

A fomentation was used of sage rosemary, thyme, lavender, chamomile and red roses boiled in white wine and a local application of oil of lilies, puppies newly born and earth worms prepared with venice turpentine. Under the Pharmacy of 1608 druggists were to keep in stock millipedes, rain worms, ants, vipers, scorpions, frogs, crabs, leeches, skulls of persons never buried, goat's liver, wolf guts, intestines and many similar goods, including nanny tea. A druggist advertised a better grade of human fat than that furnished by the hangman.

(1679) Persons were wrapped in red cloth to cure small pox, and a sheep was skinned alive in the ante room of a royal lady, to apply the warm skin to her body.

Letters patent were granted to George Hubert by the king to cure canine madness by imposition of hands.

Powdered mummy administered in treacle raised the question as to its use in Lent. Treacle then meant Theriac, Orveitan, Venice Treacle, 60 to 70 drugs pulverized and made into an electuary with honey.

The Monthelier formula had 85 ingredients.

In Normandy charlatans practiced illegally as water judges, diagnosing and treating patients by inspection of their urine.

The Prince of Conde was given a syrup of rice and marshmallow root, with a blister night and morning, and a preparation of hyacinth to fortify his heart, followed by poppy water, syrup of staghorn, ipecac, licorice and mistletoe root; he lived six months after this.

"Liquor cronis humanis" was a distillate from water and a newly dead unburned human skull, used for epilepsy, gout, somnolence, and an antidote to poison.

Powdered human bones and red wine cured dysentery; oil distilled from bones was used for rheumatism, moss from a human skull as an haemostatic. Mummy and coagulated blood used for cough and pain in the spleen; a belt of human skin to facilitate labor and mitigate pain.

Water distilled from human hair and mixed with honey was a hair restorer.

A French philosopher (1658) explained to a solemn assembly how to make a powder that cured

wounds distant one or more thousand miles.

Montaigne mentions the medical use of left foot of tortoise, urine of lizard, liver of mole, dung of elephant, blood from under the wing of white pigeon, excrement of rat powdered for stone, and a pill with one hundred ingredients.

(1698) Dr. Martin Lister of London visited Paris. He found that a monk had taken hypochana and jesuits bark five times without results. Ipecac was used for dysentery, dose 10 to 40 grams, price 20 to 50 crowns a pound. Everywhere on walls were hand bills of quacks promising to cure everybody; apothecaries, barbers, women and monks meddled with the cure of syphilis disease.

He mentions the boundless confidence and intruding of quacks, women and monks in the practice of medicine. He had called for King Charles drops and showed them how to make it by distilling raw silk.

Moliere mentions a clyster of "double catholicon" rhubarb, honey of roses and other ingredients, a purgative of cassia and Levantine sonna, clarified and edulcarated whey.

Orveitan would cure itch, scurvy, fever plague, great and small pox.

Constellated rings cured delusions. They had a gold cure in those days, potable gold, dose, one drop.

When cholera ravaged Brittany the government issued pamphlets of medical advice. These pamphlets were converted into ballads, the singing of which was the treatment for cholera.

There were certain Breton noblemen whose touch and spittle were healing. Nails offered at the shrine of saints, cured boils.

Dung of cats cured felons; with wine it cured fevers; the urine of fever patients administered to another transferred the fever.

(1755) The king paid a large sum for a cure of tape worm, which was male fern roots; part of the treatment was "Panacea Mercurialis" calomel digested in spirits of wine.

Pradiers cataplasm for gout was purchased by Napoleon for $125,000.00 pro bono publico, formula Balm of Mecca, six drams, red bark one ounce, saffron half ounce, sage one ounce.

All maladies were curable by holy relics, displayed at midnight, especially epilepsy. This was such a source of scandal that it was suppressed by Louis XVI. A blind man touched the bones of a martyr and was cured; towels were carried from a shrine to heal the sick.

The peasants of Perronne believed that vomiting was caused by the stomach becoming unhooked, a quack would unhook his own stomach by contortions, rehook it and thus relieve the sick of vomiting and of five francs.

Music was used to cure sciatica, and assist in the circulation of the blood. In case of violent sickness a band was called in, and in a few hours the patient's bowels were in perfect tune.

Father Hennepin administered confection of hyacinth, a "precious specific," when Father Gabriel fainted. Confection of hyacinth revived him. He brought with him also a good supply of Orvietan and used it for the sick Benedictine monks of Picardy, treated dropsy with powdered broom seed one dram, in one and a half glass of white wine every morning, followed by two ounces of Olive oil, for biliary calculus they used Ether three, turpentine two, dose half a dram twice daily in whey or broth.

"Ratifia de brou de neu" was of green walnuts and cloves.

Peasants used a decoction of colocynth as a purge.

1830 a child was killed with bitter almonds administered for worms, and two deaths occurred in Paris from Black Hellebore recommended by a quack to be taken in cider.

Colchicum was known as "tue chien," dog bane, supposed to be the active part in "Eau de Medicionale de Housson" a famous cure for gout.

Elixir de St. Aur was a distillate from eleven aromatics, Capuchin cordial was seven, Chartreuse cordial eighteen ingredients.

Folk medicine had little usefulness, as Cartier obtained remedies from Indians. Herbs of St. John, mullen mugwort and vervian are hung over the door in St. John eve to keep off witches and lightning.

At Aix and Marseillaise country folks bring "de herbs de St. John" into town on midsummer morning and everyone buys them to deck their houses and throw on the fire for luck, but they must be plucked before sunrise with the dew on them. "Great powers lie in stems of hypericum dug on the feast of St. John, in twigs of wild cherry cut off on sacred anniversary of St. Martin and the sympathetic aspen wood split up at noon when the sun is in the sign of Virgo, and the moon is in a crescent."

In Normandy morning dew is a cosmetic, in Brittany it cures fevers.

When the vine is pruned drops exude, the vine weeps, and these tears are a sovereign remedy for eye troubles.

Heliotrope gathered in August, wrapped in Bay leaves with a wolf's tooth, prevents anyone from speaking an angry word to the wearer.

Balsam of bats was made from adders, bats, sucking whelps, earth worms, lard and stag's marrow.

The waters of Loudres began to cure (1858) 250,000 persons go yearly to bathe three minutes, stocks of crutches are left yearly. A mail clerk two years in bed, both legs paralyzed, was cured in two days.

The Canadian Druggist

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Fundamentals of Commercial Pharmacy.

Copyright, Written Specially for the Canadian Druggist by Chas. D. O'Connor.

It must have occurred to you, while you were reading over the preceding article, that a knowledge of Professional Pharmacy alone is not enough to qualify you for the position of an efficient manager. You must understand the fundamentals of Commercial Pharmacy as well.

Druggists in all parts of the country, realizing that the conditions of the drug business to-day call for good business methods, are developing hungry appetites for information on business topics. Every drug journal you pick up you will run across an editorial or article on Commercial Pharmacy. Addresses are being made at the leading State Pharmaceutical Association meetings to the effect that the day of Commercial Pharmacy has arrived and more attention should be given to it at the State Association meetings. Several colleges have already established a chair on Commercial Pharmacy.

The drug clerks have taken up the cry for Commercial Pharmacy. Mr. W.H. Eaton, a drug clerk of Detroit, Mich., in his paper, "The Drug Clerk's Real Value," which was awarded the Pharmaceutical Era first prize, says, "Talk as you like, the drug business has lost its professional attitude and is to-day almost wholly commercial. It's not so much a survival of the fittest but the foxiest."

One writer in a drug journal claims to have the figures to prove that 65 per cent. of the sales in the big successful drug stores is derived from Commercial Pharmacy and 35 per cent. from Professional Pharmacy. My investigations showed 67 per cent. for Commercial Pharmacy and 33 per cent. for Professional Pharmacy. Other writers place Commercial Pharmacy as high as 75 per cent. From the various estimates, we can choose 63 or 65 per cent. for the average drug store.

It certainly isn't fair to devote all your study and training to the 35 per cent. end and ignore the 65 per cent. end. Neither is it right for the College of Pharmacy to frame their courses solely for the 35 per cent. end.

Our high schools have been conducted as training schools for colleges and universities even though but 5 per cent. of the graduates enter higher institutions of learning. The 95 per cent. class, who after graduating from high school went to work in commercial and industrial pursuits, were required to take the same courses as the 5 per cent. class who entered colleges and universities, and, therefore, were not trained for their commercial and industrial pursuits. All this is being changed. The courses are being made over so that the 95 per cent. class who go to work as soon as they graduate from high school will have some special training in the line they intend to follow. It is now believed that the pupil should be prepared to do some one thing well no matter at what age he leaves school.

We discussed in the first article the subject of vocational guidance, and the attention the leading educators and business men are giving it. Trade schools and continuation schools are being established. Such radical reforms would have been ridiculed a few years ago, but they are welcomed now.

What brought about this big change in opinion? It was brought about by the strong demand of the present day commercialism which overcame the two prejudices formerly existing, the one against business as a calling or profession and the one against the educational system. So that now the educator and the business man are meeting each other half way and co-operating for their mutual benefit.

Right here is where you and I are interested because it shows us that business is coming into its own and the function of a business man is no longer considered undignified nor looked upon as beneath other social functions. Business is considered a regular calling or profession, and the business man of to-day occupies a place in public estimation which he has rightly earned.

Now don't get it into your head for one minute that Commercial Pharmacy is beneath your dignity; on the contrary, it will make you more dignified; it will give you more breadth; it will

give you a greater, all-round development, and a better trained judgment to grasp and decide the big problems you will have to face when you manage a drug store.

Whether you like it or not, Commercial Pharmacy is something you must take up and add to your equipment if you ever expect to make good in the drug business.

Commercial Pharmacy may be defined as that science which treats of buying and selling of commodities pertaining to the business of Pharmacy, and for profit.

The last two words of this definition are important and should always be kept fresh in your mind. Any body can give goods away or sell them at cost, but everybody cannot sell goods at a fixed certain profit and keep that profit up year after year. Another thing, many druggists think they are making a profit when they are not. They cannot tell accurately whether they are or not unless a fair and square inventory is made every year and accurate accounts of purchases and expenses are kept. Many a druggist never takes an inventory, neither could he tell you what his purchases and expenses are every month if you should ask him. Don't be satisfied with taking it for granted that you are making a profit, get the figures and find out whether you are getting your profit, or are just getting by, or are actually losing money. The latter is often found to be the case when accurate figures for the inventory, purchases and expenses are turned in.

Commercial Pharmacy is built upon buying and selling. These two fundamentals form the foundation, and will be considered at great length in the two following articles. Advertising, window displays, store displays, business building through special sales and side lines, and selling your own services, are all forms of salesmanship, so that every article following the next one on Buying is devoted to salesmanship in its various forms. The province of this article, then, is to just touch upon the subjects coming under the scope of Commercial Pharmacy, other than those subjects covered in the following articles of this series.

First among these subjects is that of the establishment of a drug store. Where and how to establish a drug store isn't easy to decide. Will you choose the large city or the small town?

There are 45,000 drug stores in the United States, 7,500 of which are in cities of over 100,000 population; 5,000 are in cities of between 10,000 and 100,000; the balance, 32,500 stores, are located in cities and towns of less then 10,000 population. About three-fourths of the drug stores in the United States are in the small places of less than 10,000.

If you are going in business for yourself, the small place is better than the large city. In the city expenses are high and net profits small. You have to fight department stores, cut-price drug and cigar stores, 5 and 10 cent store and candy store competition. In the country towns expenses are small and net profits large and the competition is confined mostly to that of mail order houses.

Suppose you do choose the country town or small city, then you will have to chose the location and that is too important to rush into blindfolded. On the main street or side street? which side of the street? on a corner? is the best corner in town worth the extra rent? how many people pass it? how many teams? do the people walk on that side of the street at night? do the street cars unload their country passengers at that point? are the show windows well arranged? will the outside signs show up well? can you get a lease? how many people can the store draw from? what pay do they get and how many industries there?

You will find that you will have to decide about twenty-five questions touching on the location in the town. The big syndicates send out men to get tabs on locations. They tabulate everything, count the people and teams, interview storekeepers, learn about the industries and how often they shut down, if strikes are frequent, etc. The field is thoroughly gone over before a branch store is started.

When you have decided upon the location, how are you going to finance your store? Have a wholesale druggist set you up? borrow the money from friends or the bank? take on a moneyed partner? Starting in business on borrowed capital is rather risky. Nearly every business man advises against it. In this instance it is well to remember Poor Richard's philosophy, "He that goes a borrowing goes a-sorrowing." The best way to start in business is on your own capital or that furnished by your family or trusted friends.

You will want to get in right with the mercantile agencies, and they will give you a much better report when you start in on your own capital. You will find then that the better your character and the more experience you have the better credit you will receive from the banks and mercantile agencies. General character and special ability is what credit is based on.

Before buying your goods you will have to decide upon what class of trade you intend to bid for. Will you cater to the poor and middle classes or the middle and rich classes? That will depend somewhat upon the town you are in. The middle class is the best spender in a drug store. In general, it is better to cater to that class and also to the poor class. The rich class will buy their immediate necessities from you, but for the bulk of their drug store purchases they go to the big cities.

When you have decided this question you know just what kind of goods to buy and how much to

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pay for them. Spend most of your available capital on stock. Stock turns over quickly and pays a profit, fixtures tie up capital and don't pay a profit. Pass by the expensive soda fountain, the elaborate mirrors and show cases and fancy fixtures. Go light on the fixtures, especially while your capital is small. Get only what you absolutely need. When you have made your little pile it is time enough then to think of fancy fixtures.

Planning your store comes next. Every department must be given space according to its importance. The cigar and candy departments are usually placed near the front because those goods sell every day and sell largely on sight. People will buy them just by seeing them even though they come in to buy something else.

The goods must be arranged in view of their salesmanship qualities. Articles of common use should be kept on top of showcases where they always suggest themselves. If your store is in a family neighborhood, family medicines and toilet articles should be prominently displayed. The present tendency is to move the shelf bottles to the rear of the store and utilize their former display space for specialties and seasonable goods which sell better when displayed in sightly positions. Signs and price tickets are absolutely essential. Every up-to-date manager or proprietor insists upon them.

The choice of a bank should have your careful consideration. It isn't always best to choose the one nearest you. Some banks have the reputation of a narrow, mean, stingy, pushing-to-the-wall policy, and that is the kind you don't want. Choose a bank with a liberal, fair and square policy. Establish credit there whether you need it or not. Borrow small sums once or twice a year to pay your discounts, then return the money at the appointed time. In that way you will make your credit solid. If you run along several years without borrowing then ask for a loan, the bank is apt to think that you are getting in over your head, and may refuse. Establish your credit, and then maintain it, and it is there for you in case of emergency. If reverses strike you when you have no established credit you are in danger of having all your savings of years swept away. An accepted maxim is, "Always keep your credit good."

Many druggists are slack in their methods of accounting. That is one point to which you should give due consideration. It isn't necessary to carry on a double-entry system of accounting. The tendency in the drug business is to simplify the accounting. I have always found that the single daily statement sheet is an excellent method. Every transaction of the day appears on one sheet which is filed in a Shannon filing case. From this sheet special records can be made if you wish them. You will need a cash register just as much as you will need a soda fountain. You can get a cash register nowadays for any price you want to pay, so there is no need of going in too steep at the start. The National Cash Register Co. have some good accounting systems which go with their registers and you can modify or supplement their systems to meet your special requirements.

The financing, planning and arranging of a drug store as well as the problems of its establishment should not be skimmed over too lightly by you. The province of this article has only allowed me to barely mention them, but I hope this mere mention will be sufficient to make you realize how important they are and how much thought they deserve at your hands.

Starting a drug store is something you can't just stumble into any old way. You must start it right and in the right place. I know several young drug clerks who have started in business recently, who have started wrong as to financing, planning, arranging and location.

A poor start is an awful handicap. It would be even for an old time druggist, let alone a struggling drug clerk just out of his apprenticeship. The drug business has handicaps enough without shouldering that of a poor start. Such a handicap will follow you for years and you may never be entirely free from its effects. I have had some experience in this; so I know whereof I speak.

Besides the problems of drug store establishment, Commercial Pharmacy also embraces the problems of drug store management and development, which are treated in other articles in this series. I have treated all these problems at much greater length in my book, "A Treatise on Commercial Pharmacy."*

To sum up, the drug trade is now convinced that a knowledge of Professional Pharmacy alone is not enough for the druggist of the present and future and the importance of Commercial Pharmacy is now conceded. The Colleges of Pharmacy have recognized the necessity for commercial training, and the druggists in general are hungry for information on business topics.

When Commercial Pharmacy comprises sixty-five per cent. of a drug store's sales, surely some special training for it is needed. Drug clerks are awake to that truth and do not consider that Commercial Pharmacy is beneath their dignity. A business career is a dignified one and is conducive to the broadening and developing of the individual who follows it. You will have to study commercial Pharmacy to make good.

The fundamentals of Commercial Pharmacy are buying and selling, and its scope embraces all the problems of establishing, managing and developing a drug store. Selling is the principal fundamental, and all the remaining articles of this series are written on some form of selling.

---

* A Treatise on Commercial Pharmacy, 408 pp., by D. Chas. O'Connor. J. B. Lippincott Co., Philadelphia.

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OUR INVENTION

covers a new method of manufacturing and transporting soluble dyes on specially prepared sheets, which, when used, give up brilliant colors instantly—no trouble—clean and easy to handle—every conceivable shade can be made by blending the colors

PACKAGE

42 COMBINATION ENVELOPES
In Handsome Display Box
$1.35 PER BOX

Each ENVELOPE Contains
8 Solid Color Sheets (100 shades)
100 Beautiful Transfer Pictures (on 6 sheets)

BIG VALUE FOR THE CONSUMER
Retails at 5c

Large assortment of
Attractive Window and Counter Display Advertising in Each Box—All in LITHOGRAPHED COLORS

Directions in each envelope in all these languages : English, French, Italian, Hungarian, Polish, Bohemian, Swedish, Spanish, Russian, Holland-Dutch and German.

The handsomest and most attractive package
NAME—Simple and very appropriate
DESIGN—Tells the Easter Story
PROFIT—Good—push it

ORDER TODAY—DON'T DELAY

EASTER SUNDAY APRIL 4, 1915

FRED FEAR & CO., 18 Jay St., New York

FREE OFFER

Fill out coupon below, mail it to us, and we will send you FREE set of large **WINDOW DISPLAY "CUT-OUTS"**

Lithographed in 5 Colors on Heavy Card Board With Easel Backs

RABBIT	12x18 in. high
HEN	9x14 in. long
6 single CHICKS in Colored EGGS	6x10 in. long each

FRED FEAR & CO., 18 Jay St., New York

Date.....

Please send through

Jobber .....

Address.....

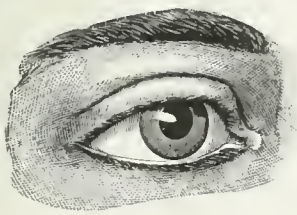
2 BOXES CHICK-CHICK EASTER EGG DYES at $1.35 PER BOX

and forward direct to me FREE of all charges set of large **WINDOW DISPLAY "CUT-OUTS"** as per your offer

Name.....

Street and No.....

City and State.....



OPTICAL OPHTHALMIC

COURSE AND PRACTICE NOW WITHIN YOUR REACH.

The latest, the best, the most complete course covering the rudimentary, the technical and the specialists' knowledge right down to the minute.

Short cuts and sure methods in Optical and Ophthalmic Science reduced to positive working principles.

A ton of knowledge about the Eye, that teaches how, and makes the possessor master of Ophthalmology and its sight restoring and curative agencies for a little money.

Send for information regarding attendance and mail courses.

ROYAL COLLEGE OF SCIENCE

ROYAL COLLEGE OF SCIENCE, 709 Spadina Ave., TORONTO, CANADA

New List of Drugs and Chemicals Prohibited Exportation from Great Britain.

Through the kindness of T.A. Tepoorten, Limited, we print the latest list of drugs and chemicals prohibited to be exported from Great Britain, says the editor of the B.C. Pharm. Journal, and in doing so we desire to call attention to the fact that as any line of drugs become scarce on the market the Government prohibits the exportation of that particular line, and, in like manner, if there is an abundance of any line the embargo is raised. We understand the English manufacturers are working overtime to supply the demand for Carbolic Acid and so no relief may be expected from that source.

Acetanilide, Acetone, Acetylsalicylic acid (aspirin), Aconite and its preparations and alkaloids, Alcohol, methylic, Ammonium sulphocyanide, Antimony, Antipyrine (phenazone), Belladonna and its preparations and alkaloids, Benzoic Acid (synthetic) and benzoates, Benzol, Bromine and alkaline bromides, Cantharides and its preparations, Carbolic Acid, Caustic Potash, Chloral and its preparations, including chloralamide; Coal-tar products, for use in dye manufacture, except aniline oil and aniline salt; Coca and its preparations and alkaloids, Collodion, Cresol and all preparations thereof (including cresylic acid) and nitrocresol, Diethylbarbituric acid (veronal) and veronal sodium, Dimethyl aniline, Dyes and dyestuffs obtained from coal-tar, Emetine Hydrochlor, Ergot of rye, not including liquid extract or other medicinal preparations of ergot; Eucaine hydrochlor, Formic aldehyde, Gentian and its preparations, Glycerin, crude and refined; Goldbeater's skin, Guncotton, Hexamethylene tetramine (urotropin) and its preparations, Henbane and its preparations, Hydrobromic acid, Hydroquinone, Indigo (natural), Ipecacuanha, Mercury, Neo-salvarsan, Nitrate of sodium, Nitrate of thorium, Nitrotoluol, Novocain, Olive oil, Oil of Turpentine, Opium and its preparations and alkaloids, Paraffin, liquid, medicinal; Paraffin, soft; Paraldehyde; "Peptone Witte"; Perozide of Manganese, Petroleum spirit and motor spirit (including "Shell" spirit), Phenacetin, Potash salts, namely, bicarbonate, bichromate, carbonate, chlorate, chloride, nitrate (saltpetre), permanganate, prussiate, sulphate; Protargol, not including silver proteinate; Saccharin (including "Saxin), Salicylic acid and salicylate of soda; Salvarsan, Santonin and its preparations, Spirits of a strength of not less than 43 above proof; Sulphate of zinc, Sulphonal; Surgical bandages and dressings, Tartaric acid and alkaline tartrates, Thymol and its preparations, Toluol, Trional.

"Do lawyers tell the truth?"

"Lawyers will do anything for money."—Picayune.

A German Trade that Should Be British.

A dispatch from London says: Hitherto the manufacture of the well-known antiseptic, thymol, has been practically confined to Germany, notwithstanding the fact that ajowan seeds, the oil from which is almost the sole source of commercial thymol, are grown on a large scale only in India, which has thus been supplying Germany with the raw material of a valuable industry. No further supplies of thymol being forthcoming from Germany, owing to the war, the price had increased almost eight-fold by September last, and is even now 21s 6d per lb. as against 5s per lb. before the war. There is every reason why the United Kingdom should now become the chief centre for the manufacture of thymol. The manufacturing process is quite simple, and ample supplies of ajowan seed are in India. The Imperial Institute, which has devoted attention to this subject, has now made inquiries in India, and is prepared to put intending British manufacturers of thymol in touch with Indian exporters of the seed.

Fortunately, too, a British possession can provide a substitute for thymol if such be required. This substance is carvacrol, which is obtained from oils derived from a variety of plants, but particularly from the origanum of Cyprus. At the instance of the Imperial Institute, this Cyprus origanum oil is already being produced in commercial quantities from wild plants in Cyprus, and in 1913 was exported thence to the United Kingdom to the value of £980. It is believed that the plant can be cultivated profitably and on a large scale in Cyprus, and experiments in this direction are understood to have begun.

Mayor Martin, of Regina, Retires.

Mr. Martin, of Regina, who is so well-known among druggists in every part of Canada, has resigned from the office of Mayor of Regina, which he has filled for two years or more.

Mr. Martin is manager of the Canadian Drug and Book Co., of Regina. He has been very popular as Mayor of Regina, and is equally popular as Registrar of Saskatchewan Pharmaceutical Association, which position he now holds.

News Items.

The students of the O.C.P., Toronto, held an informal dance at the Masonic Hall, College St., on Friday evening, January 15.

Dr. V. Barber, graduate of the 1891-2 class of the O.C.P., now of Brooklyn, N.Y., was a visitor at the O.C.P. last month.

About 100 drug apprentices registered in Ontario during the year 1914. This is about the average number registered annually during the past five years.

New Business for You, Mr. Druggist

FLORODORA

"OPERAS"

Little Cigars

"Florodoras" open up a new selling field for you. They appeal to every smoker with their delightful flavor, their convenience and economy.

PACKED IN BOXES OF 25

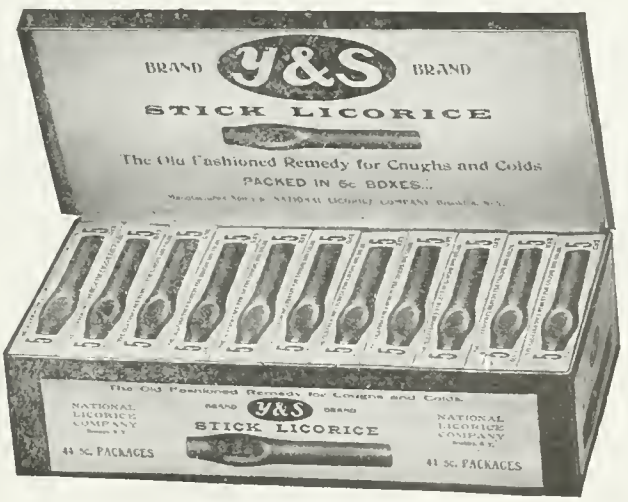
SELL THEM BY THE BOX

EVERY WHOLESALER SELLS THEM

Y & S STICK LICORICE

NOW PACKED
IN
INDIVIDUAL
5 cent BOXES

WE MAKE
EVERYTHING
IN
LICORICE



Lozenges, Pellets
Wafers,
Mass Licorice,
Powdered Extract
Etc., Etc.,
FOR THE DRUG TRADE

Made Solely by

NATIONAL LICORICE COMPANY

MONTREAL

PHARMACY IN GREAT BRITAIN

The Coming into Force of the New Pharmacopoeia—The Sale of Laudanum—Effect of the War on Business.

The new Pharmacopoeia has come into force without causing much of a flutter. Pharmacists have had three months in which to make themselves familiar with the new standards and formulae, and the wholesale houses a similar period in which to make ready to supply the demand for the new preparations. Some confusion is bound to arise at first—it always does when a new Pharmacopoeia is introduced—as a result of the change in strengths of various preparations without any change in names. It is now, of course, too late to make any suggestion, but it would have saved much confusion if new names had been adopted for compounds, especially potent ones, the strength of which have been substantially increased or decreased. So far as the discarded drugs are concerned, no difficulty is likely to be involved; most of them are obsolete, and the few that are still popular will continue to be used and prescribed notwithstanding that they are now unofficial. For instance, the fact that sarsaparilla, dandelion and elder flower water are no longer in the pharmacopoeia is not likely to influence prescribers or to deter those who have pinned their faith in these drugs from continuing to use them. On former occasions, when a new Pharmacopoeia has superseded an old one, pharmacists have been left with a stock of old drugs on their hands, but that has been because there has been such a short interval between the appearance of the new Pharmacopoeia and its enforcement. On this occasion pharmacists have had three months in which to deplete their stocks of discarded preparations, and it must not be forgotten that prescriptions written prior to this year must be dispensed according to the 1898 Pharmacopoeia, and therefore galenical preparations in accordance with the old standards will have to be kept in stock, at any rate to some extent. After all, the drastic changes in the strengths of potent preparations are not numerous, although a few of them are very remarkable. The most noteworthy case, of course, is tincture of strophanthus which, as you know, is four times the strength of the old tincture, and unless prescribers are very careful and dispensers use a wide discretion there may be some unfortunate results. Doctors are being advised to state definitely on their prescriptions which tincture they require, but should they prescribe what appears to be a large dose without mentioning the date of the pharmacopoeia, pharmacists would naturally consult the prescriber, if possible, and if not, do what they thought best under the circumstances.

Another very important change is, of course, in the strength of laudanum. Unfortunately in some districts of Great Britain, especially in the fen districts of Lincolnshire, laudanum drinking is still practiced, and the fact that the new laudanum is 33 per cent. stronger than the old, will have to be made known to the public. This, however, will not be difficult. Hitherto this preparation has been classified among poisons in the second part of the Poisons Schedule, and provided the pharmacist who sold it placed a poison label and his name and address label on the bottle his legal obligations were fulfilled. The new laudanum, however, contains sufficient opium to bring it into the first part of the Poison Schedule, one of the items in which is "opium, and all preparations or admixtures containing one or more per cent. of morphine." Under these circumstances, laudanum may only be sold to persons known or introduced to the seller, and an entry of every transaction must be made in the poison book and signed by the purchaser of the laudanum. No doubt these extra precautions will serve to press upon the customer the potent nature of the substance, and if they have the tendency to diminish the sale of laudanum, a salutary purpose will be served.

* * * * *

The influence of the war on the drug trade is now being felt much less than during the first few months, and, speaking generally, business has improved considerably. In some districts, in fact, pharmacists are busier than at normal times, as for instance, in districts where the new army is quartered and where armaments and other necessaries of war have given increased employment and therefore better wages to workpeople. Taking the country as a whole I think I am safe in saying that pharmacists have not suffered from the war to any great extent, although they have been inconvenienced not a little by the fact that so many assistants and other employees have enlisted for service in the army. Curiously enough the number of candidates at the recent qualifying examination was larger than usual, possibly because they desired to be examined on the old Pharmacopoeia, but another view is that they were in a hurry to get their qualification before joining the army. Here in London we have now got used to the darkness of the streets at nights, and although perhaps it has a depressing effect on business it has ceased to depress our spirits. In the drug market things are not very much different from the normal, notwithstanding that prices for a

"Made-in-Canada" Campaign Now On

Every Retail Druggist should boost Home-Made Products. Among these

Antiphlogistine TRADE MARK

has, for more than 20 years, been known for its **wide range** of Remedial Application, and for its **unchanging, uncompromising** Standard of Excellence, as an "honest, reliable pharmaceutical."

5 % Discount on orders of **$12.** or more—through your jobber

"There's only ONE Antiphlogistine"

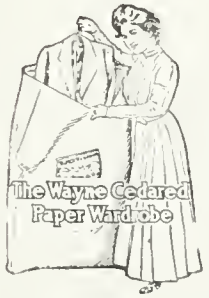
THE DENVER CHEMICAL MFG. CO.
107 LAGAUCHETIERRE ST., MONTREAL

WAYNE CEDARED WARDROBES

Canadian Made

Sold from "Coast to Coast."

MOTHPROOF, DURABLE, GERMPROOF.



Orders are now being filled.

Send your order early.

Made in Canada solely by

VICTORIA PAPER & TWINE CO., Ltd.
TORONTO, CANADA

Advertising matter supplied gratis.

THE GUARANTY

of complete satisfaction or money refunded goes with every package of

PINEX

Behind you, when you make this guaranty to your customer, stands our **Old, Strong, Company.**

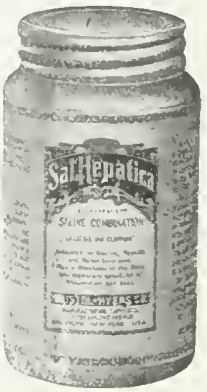
There is no quibbling nor side-stepping when a customer is to be satisfied. We refund the full retail price. No lost profits.

The Pinex Company

Toronto, - - - - Ontario.

SAL HEPATICA

Small	size, per doz.,	$2.85
Medium	" "	5.70
Large	" "	11.40

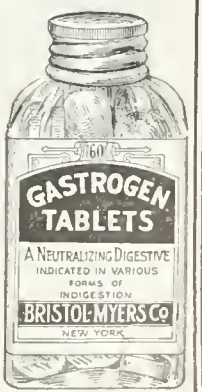


GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small $ 5.70
Per dozen in 500's 34.00

$20.00 lots less 5 p.c. trade disc't
50.00 lots less 10 p.c. trade disc't
Terms, 5 p.c. 30 days.
Through Jobbers.



BRISTOL-MYERS CO.

Brooklyn New York

Canadian Agents
The LYMAN BROS & CO. Limited, Toronto
LYMANS, LIMITED, Montreal

large number of drugs are still abnormal ; the volume of business is larger than at normal times, which is not surprising in face of the heavy demand from the medical services of our own army and those of our allies.

Colorite.

If drug stores could put in a line of the latest creations in Parisian bonnets, the question of how to attract female patronage would be pretty near solved.

Hats, or anything pertaining to hats, will get the attention of the fair sex after every other device has fail d, and since millinery is outside the province of the druggist, about the next most effective thing the druggist can do is to sell something for "fixing over" hats.

Colorite is a well-known and extensively advertised preparation for coloring old and new straw hats. Every spring millions of women bring straw hats from closet, trunk and store room to renovate and re-color for the season.

Millions have used Colorite during past years and will surely call for it again this season. Others will hear it recommended, see it displayed in stores and advertised in magazines and Sunday newspapers. The advertising mediums which will be used this season have a combined circulation of over sixty-four million copies.

An investment of only $6 brings you an assortment of the most popular colors of Colorite and some dealers' helps in the form of expensive cut-outs, display stands, color cards and signs, that are unsurpassed for originality, attractiveness and effectiveness.

Carpenter-Morton Co., of Boston, the manufacturers of Colorite, is one of the oldest houses in New England, having been established over seventy-four years. They make a good product and treat dealers fairly. Turn to the colored insert in this issue, note their liberal proposition and send your order in for Colorite to-day.

Officers of the Regina Druggists' Hockey League.

The officers of the Regina Druggists' Hockey League are :

Patrons : A. Duncan, R. P. Teasdale, R.N. Kelly, E. A. Jolly, J. A. McLachlin, and W. C. Campbell.

Hon.-President—Mayor Martin.

Hon. Vice-President—Dr. Whitmore.

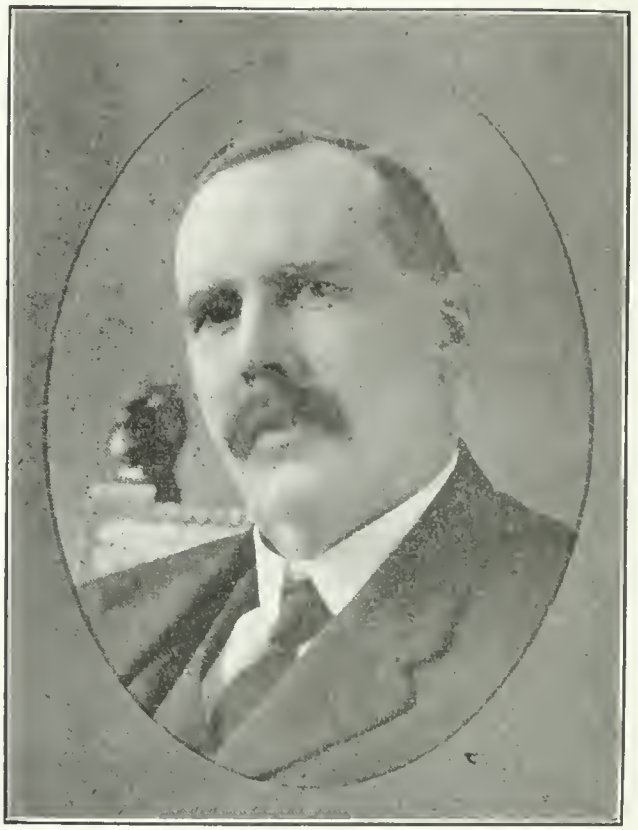
Vice-President—W. E. Arens.

Manager—C. H. Lander.

Secretary-Treasurer—C. W. Hipwell.

Executive.—S. C. Edwards, C. S. Galbraith, H. M. Hindson, and P. C. Robson.

Two Familiar Faces.



MR. CHARLES ROBERTS, MONTREAL

Canadian Representative of Lippincotts, the well known medical book publishers, also President of the Dominion Commercial Travelers' Mutual Benefit Society.

MR. CHAS. GURD

A familiar figure to Pharmacists in Canada, and perhaps more particularly to Montreal men. Mr. Gurd is Treasurer of the Dominion Commercial Travelers' Mutual Benefit Society, with headquarters at Montreal.

The development of Burroughs, Wellcome & Co.'s business in South America has been such as to demand the removal of the Buenos Aires house to larger and more convenient premises. The new address is Calle Alsina 758.

A new manufacturing concern in Toronto, capitalized at $100,000, is the Paste Co., of Canada, Ltd., who will carry on business as manufacturing chemists and dealers in adhesives.

Special Prices when ordered in bulk packages.

The Pure Food Law prohibits the sale of any but strictly pure

EXTRACT VANILLA

WYETH'S

represents the True Flavor of Choice Vanilla Beans.

Free From Any Adulterant

Pure and Wholesome

John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

Support Your Principles by pushing

Glaxo

The Price Protected

Infant's Food

British Made for Particular People

Glaxo

418 Dominion Bank Bldg.
TORONTO

Stafford's Inks

Mucilages and Paste are Made in Canada

Catalogues mailed to the trade on request

Canadian Factory and Offices at
9, 11, 13 Davenport Road, Toronto

S. S. Stafford's Inks

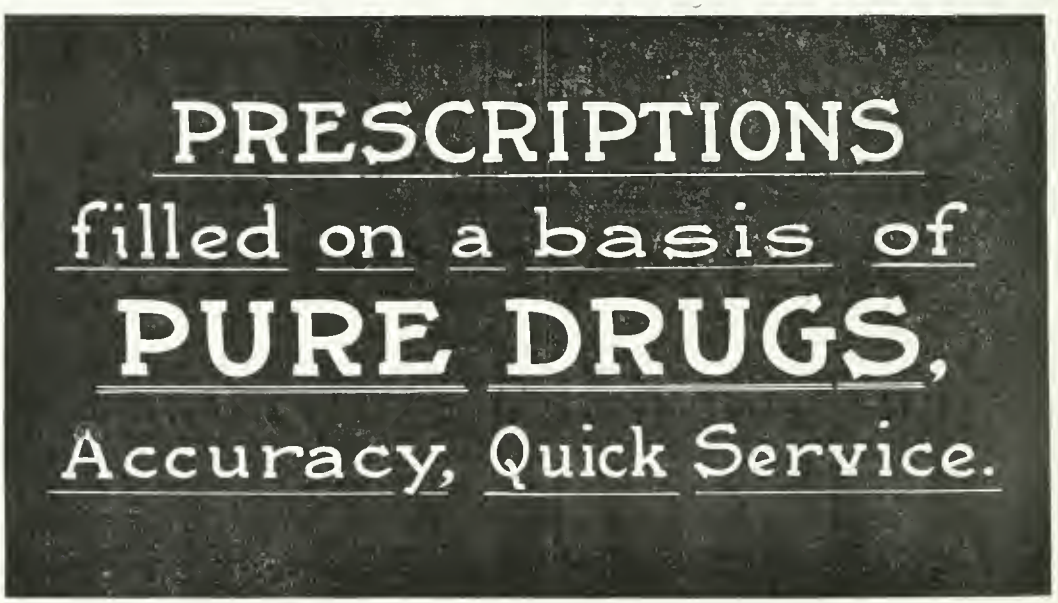
Show Card Writing, Brush Lettering--Single Stroke Block.

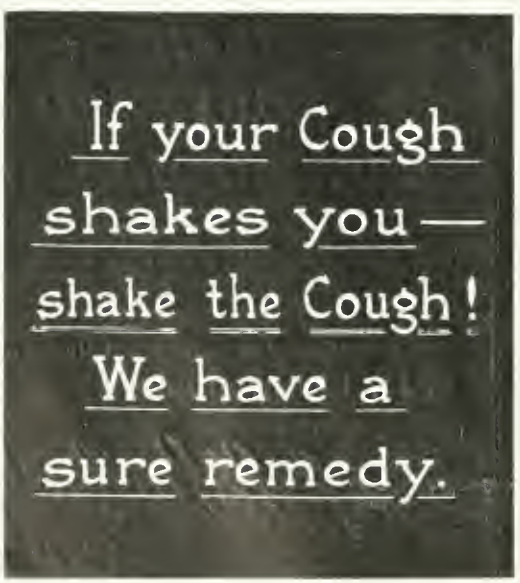
Written Specially for the Canadian Druggist.

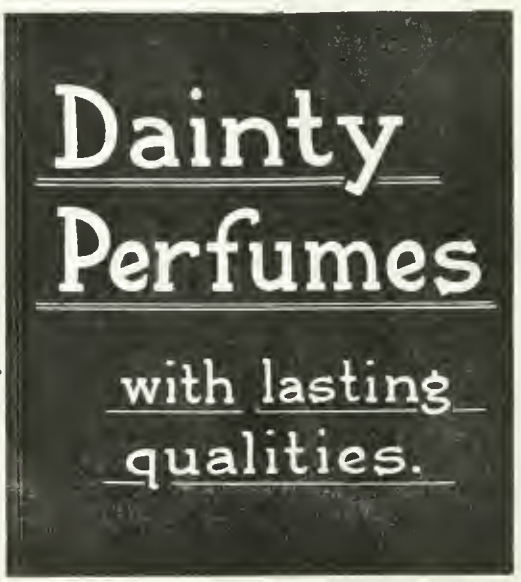
The alphabet here shown, which is known as the single stroke block, can be used to good advantage both in narrow and condensed or broad and extended show card brush lettering. The letters are formed by natural and free hand brush strokes. The size of the letters may be varied by the use of large or small brushes. Red Sable show card brushes No. 7 or No. 9 will give good results in all lettering on medium sized cards.

The brush strokes and exercises showing the construction of the letters as given in the first two lines of the accompanying alphabet plates will be good practice for all interested in making show cards for their own use. Practice on this method of building up the different letters will establish a free and easy movement of the brush in making large and small letters. The small arrows indicate the direction or movement of the brush and the order in which the different parts of the letters are made.

In practice, try to maintain an even width of stroke in straight lines and curves. In making horizontal strokes, the hand should slightly roll to the right in a compact and natural position, which will throw the handle of the brush almost even with the base line of lettering. Use base line as a guide. Quite often it is an advantage to use top and bottom line guides so as to have the work uniform in height. Keep your brush well charged with paint, rather thick but free flowing. The se-







TANGLEFOOT

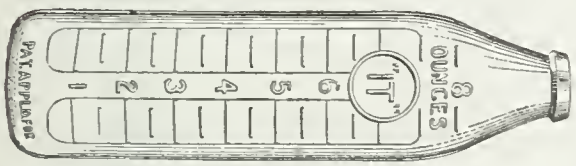
The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

THE NEW NON-ROLLING ROUND NURSING BOTTLE

"IT" STANDS GOOD. "IT" LIES QUIET.

It is made in beautiful white flint glass, is handsome, and sells. Canadian trade supplied by the Richards Glass Co., Toronto, Canada, and lettered with your name if desired.



T. C. WHEATON CO.
Expert Bottle Blowers
N. Y. Office: 132 Nassau St. - MILLVILLE, N.J.

A Satisfied Customer is the Druggist's Best Advertisement

The Marvel Whirling Spray Syringe

Gold Medal Awarded---Paris, 1902
By the Societe d'Hygiene of France

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully protected by patents

IT IS A MARVEL

You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

THE MARVEL COMPANY
Sole Proprietors
44 East 23rd St. New York

BRANCH OFFICES:
Paris, France - - - 42 Rue du Marche
London, England - 11 Queen Victoria Street
Sydney, N.S.W., Australia 416-418 George Street

All Jobbers Sell it

cret of success in free hand brush lettering is to always have your brush well charged with paint, so that each stroke will be full and distinct without showing broken parts. When attention is given to this and with careful study of the component parts of the letters, all beginners and those of some experience can accomplish in one hour's practice what many fail to acquire in days and even weeks of practice, without a thoughtful, systematic method of study.

Margin border lines about one-quarter of an inch wide on edge of show cards always produce a neat and substantial finish. On white cardboard a border of light green or blue will make a very neat finish, in fact most any color of a light tint can be used. Any width of border along edge of card can be quickly done by placing the card on a drawing board, or a long edge of table so that it projects over the width of the margin line you wish to make. In making margin line with brush, the second finger should run along the edge of card and the third finger along the edge of board under the edge of card. This will give you firmness and freedom in running the brush stroke on edge of card any width desired. Turn the card in position as you finish each side. On colored card board, white paint should be used for border lines.

Keating's Powder

There is a demand for it the year round, and there will be a particularly active demand for it in the warm weather. Keating's Powder has a world wide reputation as an unfailing exterminator of every form of insect life.

Order Through Your Wholesaler

Sole Agents for Canada
Harold F. Ritchie & Company Limited, Toronto.

NOTICE!

Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

also Kut Kure, Liquid Court Plaster

Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

The Arlington Co. of Canada, Ltd.
58 Fraser Ave. Toronto, Ont.

Corrects "Acid Mouth"

TEPECO TOOTH PASTE

Prevents Decay

LARGE TUBES

MADE IN CANADA

BY

The Toronto Pharmacal Co., Limited

455 King St. West TORONTO | **85 St. Peter St. MONTREAL** | **288 McDermott Ave. WINNIPEG**

Encourage Home Manufactures

Formulary.

The following are some "out-of-the-ordinary" formulas for articles which are sometimes asked for and which will meet a demand.

HARNESS SOAP.

The following makes a good preparation :

Yellow or white, family soap ...	8 parts
Sperm oil.....	3 parts
Boiling water, sufficient.	

Digest the soap, previously shaved or cut up finely, in just enough boiling water to make a pasty mass ; then work in the oil (which should be well warmed before mixing) until a homogeneous mass is obtained.

SWEEPING COMPOUND.

Dry sawdust 10	pounds
Paraffin oil 32	ounces
Paraffin wax	2 ounces
Coarse salt	½ pound
Eucalyptus oil or creolin..... ...	2 ounces
Sea sand	4 pounds

The sawdust is dyed with Bismarck brown if it is desired to darken the compound, but it is better free from dye.

UNIVERSAL POLISHING LIQUID.

The following is a French preparation which, it is said, can be used for giving a high polish to any surface whatever :

Yellow wax	30 parts
Oil of lavender.....	1 part
Ammonia water	1 part
Alcohol	2 parts
Benzine, purified 200	parts

A small quantity of aniline brown added to the mixture produces a rich dark color.

BENZINE WHITING PASTE.

Castor oil	1 pint
Potassium hydrozide	4 ounces
Oleic acid	1 ounce
Water	.....sufficient
Whiting	.....sufficient

Dissolve the potassium hydroxide in about a quart of water, heat, and to this solution add the castor oil and oleic acid and continue at a gentle heat until complete saponification results, adding either more air or potassium hydroxide if necessary so as to form a transparent soap. Evaporate this soap to a jelly-like consistency. Take any desired quantity of whiting and work in sufficient soap to form a very stiff paste, spread out to dry and reduce to a coarse powder. Or, make the paste soft enough to handle easily, using more soap. Either will give a cream-like mixture when shaken up with benzine.

INDESTRUCTIBLE INK.

Graphite (impalpable powder)	10 parts
Gum copal	10 parts
Iron sulphate	1 part
Tincture of nutgalls	1 part
Indigo sulphate	4 parts

Mix the substances and boil them in sufficient water to make a fluid of the desired consistency. After boiling a few minutes, let stand awhile for the coarser particles to settle ; then decant and bottle.

POLISH FOR AUTOMOBILES.

Yellow wax	1 ounce
Deodorized benzine	7 ounces
Alcohol	30 minims
Ammonia water	15 minims
Oil of lavender flowers	15 minims

Shake well before applying. This polish is said to be effective only when accompanied by hard rubbing with a soft cloth.

BRANDING INK.

By this is meant a liquid used for marking boxes, bales, packages, etc., by means of a small brush. They are frequently termed marking inks, and are also used for stenciling purposes :

1.	Shellac.....	2 ounces av.
	Borax	2 ounces av.
	Gum arabic	2 ounces av.
	Water	25 ounces.
	Pigment, a sufficient quantity.	

Boil the borax and shellac in water until they are dissolved, add the gum arabic and allow to cool. Add water to complete 25 fluid ounces, and then stir in the pigment, using either Venetian red, lampblack, ultramarine, or Prussian blue. Green may be produced from a mixture of blue and chrome yellow.

Rub lampblack, gum arabic and some fine clay together like pipe clay or Fuller's earth, and then mix with water to suitable consistence. Lampblack imparts the color, clay the body and the gum the adhesiveness. Any other gummy substance, such as dextrin, may be used as the adhesive. The color may be varied by the addition of the proper pigment.

LINOLEUM POLISH.

1.	White ceresine	1 ounce
	Hard paraffin	2 ounces
	Oil of turpentine	4 ounces
	Benzine	1 ounce
2.	Yellow ceresine	4 ounces
	Hard paraffin	2½ ounces
	Boiled linseed oil	1½ ounces
	Oil of turpentine	16 ounces
	Oil-soluble cerotin orange	½ drachm.

Ten Cent Can

Luscious, fluffy morsels of a flavor "Tempting beyond telling."

They melt away and you want just one more.

A ten cent line whose quality and value will turn quick profits for you.

Creme de Menthe, Orange, Strawberry, Vanilla

1 DOZEN IN CARTON

85c Doz. East; 90c Doz. West

MALLOS

Patterson's TORONTO CHOCOLATES

Stay at home while you study Pharmacy. We teach you by mail We give you the same instruction that you get at college.

Our course is adapted to the individual needs of Canadian students who contemplate a change into the States or take Pharmacy board examinations. Hundreds testify to the great value of our course.

Write for our prospectus and particulars. Our terms are easy.

The Ohio Institute of Pharmacy, Columbus, Ohio

The Canadian Druggist

is the oldest Drug Journal in Canada. It is the best advertising medium. Send for rates and give it a trial

---

WILLIAM MATHER, LIMITED

MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
Mustard Plaisters
Corn Plaister, Arnicated
Court Plaister, Perforated

} Equal to any in the Trade

Price List and Samples sent on application to

London Export Agents:

Mace & Haldane, Ltd.

94 Milton St., London, E.C.

Agent for Canada:

Thomas Gibbard

30 St. Francois Xavier St., Montreal

FILLING FOR LOOSE KNIFE HANDLES.

When the handle of a case knife, spatula or other article of the sort gets loose, it may be again made tight by the following process: Melt together 12 parts of resin and 3 parts of sulphur, and stir in 5 parts of iron filings, pour the mixture still hot into the cavity and insert the tang and let cool slowly. The tang should be slightly heated, as it insures a firmer joint with the molten mass.

TO MAKE CARDBOARD GREASE AND WATERPROOF.

For this the fact that formaldehyde produces an insoluble and impervious compound with gelatin may be utilized, says the Pharmaceutical Journal in answer to a correspondent. The process is as follows: The cardboard is immersed in a hot solution of one part of gelatin in ten of water. When saturated, remove from the bath, drain and immerse in a solution of one part of formaldehyde (10 per cent.) in five parts of water, at the ordinary temperature. Upon exposure to light after this treatment the cardboard becomes waterproof. It should be dried until the odor of formaldehyde has disappeared.

Pharmaceutical Association of the Province of Quebec.

Successful Students in Pharmacy Studies.

At the quarterly examination held in Montreal and Quebec on the 7th of January, 62 candidates presented themselves, and the following passed in order of merit, namely,—Messrs. A. Garceau, J. M. Desilets, L. A. Leduc, L. Pepin, V. Nelle Hicks, A. Goyette, S. N. Tremblay, W. Singer, Jos. Courchesne, J. E. Chartier, J. B. Caron, R. Dagenais, J.C. Gagnon, J. Taillefer, Z. Proulx, L. Larose.

The following passed on all subjects but one, and will have to present themselves at the next examination for that subject :—Messrs. J. L. Adam, R. Daignault, L. P. Girard, H. Budning, P. Jodoin, R. Chevalier, A. Allaire, H. Dugal, A. Boudrias, L. G. Lapalme, W. Maisonneuve.

The examiners were :—Professors J. O. Cassegrain, of the Jacques Cartier Normal School, and Isaac Gammell, of the High School, with Messrs. A. J. Ladrence as general supervisor, Victor Giroux as supervisor for Quebec and vicinity, and H. J. Pilon, as Secretary.

Son—Dad, when you put a hen on eggs to hatch them, do you say she is "sitting" or "setting?" A hen can't really sit, can she?

Dad—Don't bother about little things like that. What concerns me most is to know when she cackles whether she has laid or lied.—Chicago News.

Too Busy to Read.

He is a familiar type—the fussy, fretful man who imagines that he is about the busiest fellow in town. He often dumps in the waste-basket, unwrapped, copies of business or technical magazines that contain valuable articles bearing directly on his problems. He fondly believes that he is too busy practising to bother with what others are "preaching."

The trouble with this type of man is that he has not learned that the real executive is the man who so plans his work as to leave a reasonable amount of time for reading and planning.

There are shoals and breakers ahead when the accumulation of new ideas ceases.

The man who declares he has no time to read is unconsciously advertising his small calibre, his slavery to detail, his arrested development.—Printer's Ink.

New Advertising Manager for Tuckett Company.

Mr. R.L. Greene has recently resigned his position as advertising manager for the Sherwin Williams Co., of Canada, to accept a similar position with the Tuckett Tobacco Co., of Hamilton.

Mr. Greene is well-known in the advertising world, and has for many years done some very aggressive work for the Sherwin-Williams Co. We wish him every success in his new position.

The dentist (getting even with his photographer)—Look pleasant, please !—Tatler.

THE STEADY SUBSCRIBER.

How dear to our heart is the steady subscriber
Who pays in advance at the birth of each year,
Who lays down the money and does it quite gladly,
And casts round the office a halo of cheer.
He never says: "Stop it; I cannot afford it,
I'm getting more papers than now I can read."
But always says: "Send it; our people all like it—
In fact, we all think it a help and a need."
How welcome his check when it reaches our sanctum,
How it makes our pulse throb; how it makes our heart dance.
We outwardly thank him; we inwardly bless him—
The steady subscriber who pays in advance.

—The Liberal News.

1915 1915

BUSINESS AS USUAL---SOON

The local committee of the C. Ph. A. extend the season's greetings in our Convention slogan for the New Year

"Winnipeg or Bust"

They're coming from all over, so we'll be "At Home" all summer.

E. NESBITT,
President.

C. W. CAMPBELL,
Local Secretary.

LOCAL COMMITTEES

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- A. J. Brown, (Convener)
- A. T. Connell
- A. I. Brooking
- T. T. Malcolm

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- R. A. McRuer
- W. D. MacDougall

LADIES' ENTERTAINMENT:
- Mrs. M. Colcleugh

PUBLICITY:
- J. Werner

A Good Finish for Prescription and Laboratory Table Tops.*

By F. W. Nitardy.

The prescription case or laboratory table top can not be satisfactorily finished by the usual methods. Too many things that affect or destroy the average finish are likely to be spilled upon them, and sooner or later the top becomes unsightly. Some fixture manufacturers furnish these tops without any finish whatever, but these offer no particular advantage, as they soon become stained and no amount of scrubbing will keep them sightly.

While serving my apprenticeship in a country town in Southern Minnesota, the firm invested in new fixtures, and the prescription case came with an unfinished top. My preceptor, Mr. John B. Christgau, applied a chemical which proved very satisfactory. It did not discolor, nor was it in any way affected by acids, alkalies, or alcoholic liquids, etc., that might be spilled on it, and it looked as good after ten years' service as it did when first finished.

I have used this finish extensively since and found it equally satisfactory, but as I have not seen it used by others, nor its formula in print, I feel that it might bear publication, in view of its very serviceable and practical character. It may be used on new or on old finished surfaces, providing in the latter case the wood is freed from the old finish by varnish remover or other means.

To apply the finish proceed as follows :

Thoroughly clean the wood by scrubbing with soap and water. Allow it to dry.

Prepare a saturated solution of potassium chlorate, heat to boiling, and apply to the wood while hot, so that it will penetrate the fibre. When dry, apply a second coat in the same manner. Now prepare a 20 per cent. solution of copper sulphate and apply boiling hot, after the former has dried, allowing the wood to become well saturated and taking up any surplus liquid remaining after ten to fifteen minutes, so that no appreciable crystallization takes place on top of the wood.

When this is dry, apply a solution made by dissolving 50 parts, by volume, of aniline oil in 60 parts, by volume, of hydrochloric acid, diluted to 500 parts with water and allow that to well penetrate the wood. Let this coat dry about six hours, or over night, then apply a heavy coat of hot, raw linseed oil, allow to stand six hours, or over night, and scrub well with soap and water until all surplus color has been removed, that is, until the water stays clean ; now allow to dry and rub down well with linseed oil, applying several coats (a day or two apart) if necessary to completely fill the pores of the wood.

This gives a deep black finish with a slight gloss, which can be kept in perfect condition by an occasional scrubbing with soap and water, and a subsequent rub-down with linseed oil.

The finish will not affect wood covered with oil, wax, varnish or other substances that do not permit the penetration of aqueous solutions, but will, to a certain extent, stain a light-colored finish, especially white enamel, so care should be used in its application, lest one might discolor adjoining woodwork.

*Read to the Nashville Section of Practical Pharmacy and Dispensing, A. Ph. A., (Journal of the A. Ph. A.)

Staple Tincture of Iodine.

F. Roques (Journ. Pharm. Chim.) has sought to overcome the tendency to the formation of hydriodic acid in tincture of iodine, which is now coming into such general use in surgery. He suggests as a means of regenerating a tincture which has deteriorated in this way, to add, with shaking, iodic acid in fine powder, in sufficient quantity to correspond with at least double the theoretical amount necessary to decompose the hydriodic acid present. The desired result may be obtained with the exact theoretical quantity, but it is found in that case that a contact of several days is necessary. But as the iodic acid is very nearly insoluble in the strong alcohol, there is no inconvenience in using excess, which has an almost immediate result. He prepares the iodic acid for this purpose by adding a saturated aqueous solution of it to a large excess of strong alcohol, collecting the acid thrown down, and drying it. This he adds to the tincture of iodine to be regenerated at the rate of 10 gm. per litre, shaking the mixture energetically for five minutes. This amount of iodic acid is sufficient to regenerate a tincture which has attained its limit of alteration. The excess iodic acid which is very heavy, settles unaltered to the bottom of the vessel. The strength of the tincture of iodine is increased by the process, but only to a small extent, and water is formed at the same time, as shown by the equation : HIO_3 plus 5HI equals 6I plus $3H_2O$. As an example, 250 mils of an old tincture containing 69.8 gm. of free iodine, and 18.3 gm. of iodine as hydriodic acid, or a total of 88.1 gm. of iodine per litre, was shaken for 5 minutes with 2.5 gm. iodic acid. Analysis made immediately afterwards showed 91.4 gm. of free iodine, instead of 88.25 gm. as required by the French Pharmacopoeia. There was an infinitesimal quantity of hydriotic acid, namely 0.2 gm. per litre. If it is desired to bring the tincture to the official standard, there is added 9 gm. or 11 mils of alcohol (95 per cent.) for each gram of excess iodioe, or for the above example 8.65 mils (or 34.65 mils per litre). The presence of undissolved iodic acid in a tincture serves as a proof of the absence of hydriodic acid.—Pharm. Journ.

"The Rembrandt"
Menthol Cones
GUARANTEED ABSOLUTELY PURE
Without Adulteration of Any Kind.

BEST QUALITY WOODS
LARGE CONES
SMARTLY PUT UP
ALSO
Menthol Snuff Inhalers.

Agents for the Dominion
THE RICHARDS GLASS CO., Limited
185 Adelaide St., West, Toronto
To whom apply for
Particulars and Prices.

SOLE MAKERS
Henry W. Bush & Co., Limited
Rembrandt Works
LONDON, - - ENGLAND

SOUTHALLS' TOWELS

aremade in a different way to any others of superior finish and material.

The only Sanitary Goods in Universal Demand.

Recommended by all leading Medical and Nursing Authorities.

Fullest details of Southall's Sanitary Specialties, including

Southall's Protective Aprons
Southall's Accouchment Sets
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supplied by the Wholesale Drug Trade throughout Canada.

Southall Brothers & Barclay, Ltd.
Birmingham, England.

HERE WE ARE AGAIN

with the old reliable remedies which are always found to be O.K. They are especially useful during February and March when the winter is really at its worst, and people are feeling the effects of the long dreary months of cold and wet. These remedies have been tested and tried for years. Do not place your confidence in new remedies, get the old reliable ones which have stood the test.

Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
Cerate Ointment
Piles Remedy

Vanderhoof & Co. Limited
WINDSOR ONTARIO

Drug Store Advertising.

Advertising Show Cards Becoming Popular Among Retail Druggists in Small Country Towns.

There is scarcely a drug store in Canada today without its show card. A few years ago the show card was practically unknown except in the larger stores. Now we find some of the best store advertising in the small towns. It is the idea of getting something new all the time; something catchy and attractive. Here is an idea of a druggist the writer interviewed the other day. He said, "My idea of advertising goods in a drug store is probably different to most druggists. First of all I always announce that something is going to happen or something is going to be sold at a special time and at a special figure, thus:

Watch This Window Next Saturday

You will learn something to your advantage

This notice gets the people thinking. It gets them talking, and the next thing they are looking at your window display on Saturday to see what you have which is, as stated, something to their ad antage. "But," says the druggist, "be sure you do not disappoint them—this is fatal to your future window displays. Be very careful in arranging the special articles you intend selling and put the best seller, that is, the one you can say conscientiously is a bargain in the first display. If a customer gets a good article at a bargain price, he will come back. If a lady gets one, she will not only come back, but will bring or send others.

My second show card read thus:

TO-DAY

we are giving

ONE GOOD CIGAR

to every gentleman who makes a purchase in this store. Besides this we are selling every article in this window at half price.

I have found that this catches the average man passing the store. The fact that you are "giving away" something is liable to appeal to most men, and I think this appeals more strongly to the smoking fraternity.

The next thing is that you are selling them what they asked for in the first place, and then you are giving them a cigar which, of course, is always acceptable to a smoker.

I remember some time ago, a druggist, a live one, too, trying out a good advertisement for the ladies. He placed a very neat window card in the centre of his window on a table. In the corner of the window an easy chair, and in the opposite corner was another chair and a small table, on which rested a box of chocolates and a short story magazine. The show card read as follows:—

LADIES!

The pleasure of your company is requested at this store next Friday, any time after 10 a.m.

Yours truly,
THE DRUGGIST

On the day appointed a new show card appeared in the window, one which I am glad to say sold me many dollars' worth of goods. It is not surprising, with the usual curiosity found in the average woman to find a fairly good audience in the store. As each lady made her appearance in the store, her name was at once written on a small package by the clerk who was sitting at the desk. Either myself or the clerk would know every customer's name, and so it appeared as if the package was really waiting for her. In almost every case the customer walked up to the counter and proceeded to make a purchase, and at the same time the clerk would immediately hand the presentation package.

This turned out to be a splendid thing for me. It brought me new customers and created a better feeling between some of my old customers. The only drawback to the plan was this: Quite a number of ladies put in an appearance on the second day, no doubt through hearing people talk about it. The first few customers we treated just the same as those on the previous day, as they were too good to disappoint; but after that we had to advise them that the invitation was good for one day only.

"John, did you mail that letter I gave you two weeks ago?"

"Yes, my dear, yesterday."

"Isn't it a shame the way they work the help in this store? Fifteen hours a day and the wages almost nothing!"

"Why do you trade here?"

"Oh, they sell things so much cheaper."

New York Pharmacal Association's
PREPARATIONS

Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots.) Lactopeptine Tablets
Lactopeptine Elixir, Plain Lactopeptine Elixir, Bismuth
Lactopeptine Elixir, Iron, Quinine and Stryohnia
Lactopeptine Elixir, Gentian and Chloride of Iron

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine
Liquid Peptonoids
Liquid Peptonoids with Coca Liquid Peptonoids with Creosote
Phosphagon

Palisade Manufacturing Company's
PREPARATIONS

Borolyptol Velvet Skin Soap Hemabolnids
Kela-Cardinette Velvet Skin Powder

R. L. GIBSON, General Agent
88 WELLINGTON STREET W., TORONTO.

'TABLOID' (Trade Mark)
'SOLOID' (Trade Mark)
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'HAZELINE' (Trade Mark)
'WELLCOME' (Trade Mark)

THE FINE PRODUCTS OF BURROUGHS WELLCOME & Co.

The products bearing these Trade Marks are issued by Burroughs Wellcome & Co.

The sale of articles of other manufacture when these Brands are specified in ordering is an infringement and unlawful.

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NEW YORK: Offices and Exhibition Room, 35, 37 & 39, West Thirty-third Street
SYDNEY CAPE TOWN MILAN SHANGHAI BUENOS AIRES BOMBAY

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TORONTO, ONT.: W. J. A. & H. Carnahan; Drug Trading Co. — LONDON, ONT.: Cairncross & Lawrence WINNIPEG, MAN.: W. F. C. Bathwaite — VANCOUVER, B.C.: J. A. Tepoorten & Co. — CALGARY ALBERTA: James Findlay Drug Co.

'VAPORCLE' (Trade Mark)
'ENULE' (Trade Mark)
'ELIXOID' (Trade Mark)
'VALULE' (Trade Mark)
'VALOID' (Trade Mark)

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HORLICK'S MALTED MILK

AT THE FOUNTAIN

Profitable. Easily Prepared.

—WRITE FOR—

Direction Cards with Formulas for New Drinks.
Attractive Signs.
Window Strips Forwarded.
All charges prepaid.

Horlick's Malted Milk Co.
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LEVER BROS., Limited
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REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
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THE
CANADIAN DRUGGIST

Monthly. Established 1888.

The CANADIAN DRUGGIST is issued on the first of each month, and al matter for insertion should reach us by the 15th of the previous month.

$1.00 Per Year

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CHICAGO, ILL.—E. J. Macintyre, People's Gas Building.

ENGLAND—The Canada Press, 16 Regent St., S. W., London. Telephone Regent 113.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

Nyal Company Change Policy.

The Nyal Company, whose name every druggist is familiar with, have made rather a severe change in their business methods. They have adopted a plan similar to the Canadian Kodak Company, which means that only the hustling druggists are needed to handle their goods. In a small town, only one agent will be appointed, in larger towns or cities there will, of course, be more.

A letter recently sent out by the manager, Mr. C. A. Smith, shows a readjustment of prices, the elimination of the free goods bonus with each shipment, and a change in the annual dividends payable in goods. Although this seems to many druggists a somewhat severe change, others are of the opinion that, considering the former very low prices, there really will be little cause for complaint.

The New Stamp Tax.

News has just been receiped that a stamp tax has been imposed on patent medicines to help meet the tremendous expenditure involved in the great war which is now raging. Every pharmacist will realize what this means. It means that he will be forced to pay the tax. To use the words of the C. Ph.A. it is just exactly this: "You know how it works out, the tax is borne entirely by the retailer. Neither manufacturer, jobber nor consumer will put up a penny."

"It looks like an imposition on the poor retailer, and every pharmacist in Canada should send in a strong protest to the member of Parliament in his constituency," says one of our leading retailers.

Every good pharmacist is loyal and true to the Empire, and will continue to support this great cause to the last ditch, but why should he be singled out to bear such a large proportion of the tax? He is already paying the same as every other individual, higher prices for food and other things, and why should he be subject to this tax?

The general public considers the nex tax a fairly well balanced one, and the banks, although it will prove a costly thing to them, say they have little or no complaint.

The following clauses are taken from the Bill as appeared in the daily papers:

14. That every bottle or package containing (a) a proprietary or patent medicine, (b) perfumery, (c) wine, non-sparkling, (d) champagne and sparkling wine shall be subject to the payment of the stamp duties hereinafter set out: (a) a proprietary or patent medicine, (b) perfumery, the retail price for each bottle or package thereof being ten cents or less, one cent; for each ten cents, and in addition for any fractional part of ten cents, one cent; (c) wine, non-sparkling, each bottle or package containing one quart or less, five cents; for each additional quart or fractional part of a quart, five cents; (d) champagne and sparkling wine each bottle or package containing one pint or less, twenty-five cents; for each additional pint or fractional part of pint, twenty-five cents.

15. That the provisions of any act founded on these resolutions, in so far as such provisions relate to wine, non-sparkling, champagne and sparkling wine, shall be deemed to have come into force on the 12th day of February, 1915, and to have applied to all such articles: (a) imported or taken out of customs warehouse for consumption on and after that day, and to have also applied to such articles previously imported for which no customs entry was made before that day; (b) owned by or in the possession of the manufacturer or producer thereof; (c) owned by or in the possession of the wholesale or retail dealer therein.

The stamp tax will, of course, affect some of the wholesalers who have a large number of lines, and if this be the case a united effort should be made at once by both the wholesale men and the retailer.

Why We All See Red.

Five months of war in which we are vitally concerned. The prospect of twice five months and even further continuation of the conflict. It is still our tremendous subject of conversation, the basis of many of our actions, and in reality all else of life has become incidental to this struggle of brute force, this return to utter barbarity, highly modernized by all the product of many centuries of inventions.

We cannot get away from this overshadowing portent of destiny, it keeps step with us in our waking hours and forms the shadowy basis of our dreams. It is of interest and withal instructive that we should analize this war fever that courses through the veins of half of humanity. Five months or more ago the actual number of people in the world who planned wholesale bloodshed was comparati ely insignificant. Yet this almost ridiculous minority, in so far as numbers is concerned, has in less than two hundred days imposed a hellish doctrine and practice on a majority of the

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904
Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited
STRATFORD,
LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

PHARMACEUTICAL SECOND TO NONE **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
SCALE PREPARATIONS BISMUTH SALTS ETHERS
PHOSPHORIC ACID
ESSENCES SICCATIVES ACIDS COLLODIONS

OAKEY'S

Wellington Knife Polish—Prepared for Oakey's Patent Rubber Knife Boards and all Patent Knife Cleaning Machines. In Canisters.

"Polybrilliant" Rouge Pomade—For cleaning all metals. In Tins.

Wellington Black Lead — The best for polishing Stoves, Grates and Ironwork, without waste, dirt or dust.

Furniture Cream—For cleaning and polishing Furniture, Patent Leather, Oilcloth, etc. Glass and Stone Bottles.

Brunswick Black—For beautifying and preserving Stoves and all kinds of Ironwork. In Bottles.

Silversmith's Soap — (Non-Mercurial) for cleaning and polishing Silver, Electro-Plate, Plate Glass, Marble, etc. In Tablets.

Sold everywhere by Ironmongers, Grocers, Druggists, Oilmen, Etc.

John Oakey & Sons, Limited
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
WELLINGTON MILLS, - LONDON, ENGLAND

Our Canadian Pharmaceutical Specialties are
made in Canada
expressly for Canada
by a very well-known Canadian

Further they are Canadian in Quality, Ethics and Elegance—in short always dependable
Your physicians will receive samples of and Literature on

Ergotole Lapactic Pills Sedatole Pan Peptic Elixir
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YOU will receive Prescriptions and Orders for them.

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OUR CANADIAN DISTRIBUTOR
Will gladly quote prices and promptly fill your orders

SHARP & DOHME
Chemists since 1860
Laboratories, : Baltimore
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earth's population, if not in actual numbers, at least in point of influence. It is impossible to deny that peace, lacking victory, is as yet in thought taboo to every individual who is a part to this controversy. We do not want peace unless we win. Our enemies are of the same mind. . Therefore, from a world population of peaceful intent we may be said to have become at an instant a vast horde with but one point of unity, and that a blood lust. We desire, as we have never in a century desired, the death and destruction of our fellowmen.

It is all very well to unctuously affirm that such thought is in the mind of the other fellow, and that we merely defend and uphold the rights of humanity, and the cause of freedom. Such was the case in the beginning, such is the case yet in fine theory, but in point of fact our physical side has outrun the mental, and we are all seeing red.

There is good reason for this, sound scientific reason, which perhaps it may be well to explain. We have come under the influence of one vast external stimulus, which acts largely on the animal side of our natures. The higher mental average of the human race and especially of the proportion most concerned in this war, serves to intensify the stimuli to our animal natures. All stimuli being of a pleasant or unpleasant nature, there is no difficulty in placing the present activity. It is highly unpleasant, and therefore in the terms of the scientist a noci-stimuli. You will notice that we took a header into this scientific business, and now we are going strong. By far the most powerful of these noci-stimuli are those which give rise to fear or anger, and the invariable response to these emotions is flight and fight respectively. Whenever these responses of flight and fight are put into action, a certain definite degree of nerve cell destruction results, and it is only when the advantages to the individual which result from these responses more than compensate for the damage, that the responses can be considered adequate. See the point ?

Telegraphy, modern journalism, the universal ability to read, the quickened imagination of the human race, all these things make no direct participants in the fighting, and also in the flighting. Therefore we see red, therefore we must win to satisfy our anger, or we must utterly lose and become prey to predominant fear before we desire peace.

This may be termed a more or less scientific viewpoint of the present physical attitude of the contending nations. We must nevertheless consider the fact that this noci-stimuli is altogether of man's own making, the source at least we know, and the result we are learning. We see red because for the moment we are answering to this noci-stimuli as our ancestors answered when the source was perhaps unknown and the result not open to logical reasoning. We now possess the infinite advantage of higher mental vision, not only in the case of isolated individuals but as a nation and a people.

Is it to much, to hope for that this higher mentality will eventually overcome the forces that are causing such stir in our unholy animal natures. Some pessimists have already arisen who say the human race has come to an abyss and fallen in, and that the thousand years of progress are already nullified. We choose rather to assert that this reversion is only a temporary thing, that the higher mentality we each share, and above all, the newer doctrine of universal brotherhood, will triumph in the end, and that we shall soon fathom the abyss, and reach higher ground on the other side. For this we are fighting, through hell it is true, but for this we hope and feel assured we will win.

B. C. Boys at O. C. P.

We learn through the B. C. Pharmaceutical Record that the following B.C. boys are among the Junior pass list at the O.C.P :—O. P. Watson (R. E. Berry, Vernon), heads list ; I. A. Dickie, (Vancouver Drug Co., Vancouver), 1st class honor ; E. E. Barber (Georgia Pharmacy, Vancouver), 2nd class honor ; W. E. MacKenzie (Muir & Co., New Westminster), 2nd class honor ; C. S. Forrest Manhattan Pharmacy, Vancouver), pass.

The Pas, Man.

The Canadian Druggist, Toronto,

Sir,—Enclosed please find two dollars for arrears and renewal of subscription. I am sorry this bill has been overlooked and must thank you for continuing to send the "Druggist." I would miss it very much, and consider it an excellent trade paper, interesting and instructive. It is the only means whereby a druggist can keep up-to-date.

Yours sincerely,

WILLIAM BURT.

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

WINDSOR BRAND

The Canadian Salt Co., Limited

WINDSOR - ONTARIO

THE NICHOLS CHEMICAL CO., Limited

(Selling Agents for Canada)

The Soda Fountain.

Hot Soda Formulas from Various Souces.

Hot Punchine.—One white and yolk of egg, 1 ounce lemon syrup, 3 dashes extract cognac, 1 dash extract ginger ale, 2 dashes extract mint julep, ½ ounce fresh cream; shake well, strain and add 1 cupful hot soda. Serve with nutmeg.

Gaynor Special.—Into a 12-ounce mixing glass break a fresh egg; add ½ ounce vanilla syrup, ½ ounce strawberry syrup, a dash of acid phosphate, ½ teaspoonful malted milk, and fill the glass to within 2 inches of the top with milk; shake well, strain; then add carbonated water to fill the glass and finally sprinkle with ground nutmeg.

Hot Egg Lemon.—Prepare like hot egg checkerberry, substituting lemon syrup for the other syrup, adding a small amount of lemon or lime juice and omitting the cream and whipped cream.

Pineapple Puff Sundae.— Fill a parfait glass one-half full of vanilla ice cream, add a small quantity of crushed pineapple, then nearly fill the glass with pineapple sherbet and top with whipped cream and a drop of cherry on top.

Tomato Clam Broth.—This is a good tomato clam broth: One ounce clam juice; ¼ ounce tomato catsup, ¼ ounce of butter and a dash of cream. Add hot water, stirring well, and serve with spices.

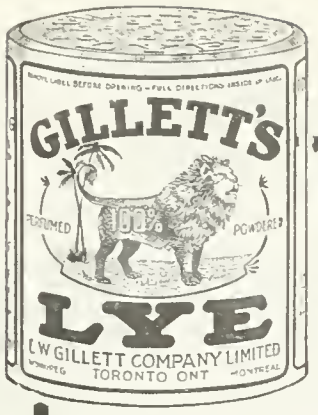
Hot Gingerade.—Into a hot soda mug draw one ounce of ginger syrup. Into this squeeze ¼ of a large lemon or ½ of a small one. Fill cup with very hot water and serve with a spoon. Very refreshing and bracing on a cold day, and excellent for colds.

Hot Orange Phosphate.—To prepare an orange phosphate to serve hot and have it really appetizing you should prepare a special syrup, using from 12 to 15 oranges to make a gallon of finished syrup. Of this syrup use 1 to 1½ ounces and a few dashes of phosphate and fill the mug with hot water.

Hot Ginger Ale.—Draw an ounce of ginger ale syrup into a mug, add a few drops of tincture of capsicum and fill with hot water.

Cherry Punch—Squeeze enough orange to secure 1 pint of fresh juice; add 3 pints of filtered water and ½ pint of concentrated cherry syrup. Sweeten to taste; 1 pound of sugar should be sufficient. Chop 1 pint of Marachino cherries, but do not chop too fine; if you cut the cherries into quarters you will secure good results. Add these chopped cherries to the mixture, together with their liquor. Serve from a bowl in which a cube of pure ice has been placed. This makes a rich punch, and more water might be added if desired, care being taken to see that the punch is kept sufficiently sweet; but do not make the product too weak.

Frosted Ice Cream Chocolate.—Place 2 ounces of chocolate syrup in a glass and half fill with carbonated water; add 1 ounce of vanilla ice cream, then fill the glass with carbonated water. Top off with whipped cream. A delicious beverage for those who desire cold drinks in either summer or winter.



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleaners for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Gillett's Chemical Works Established 1852.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

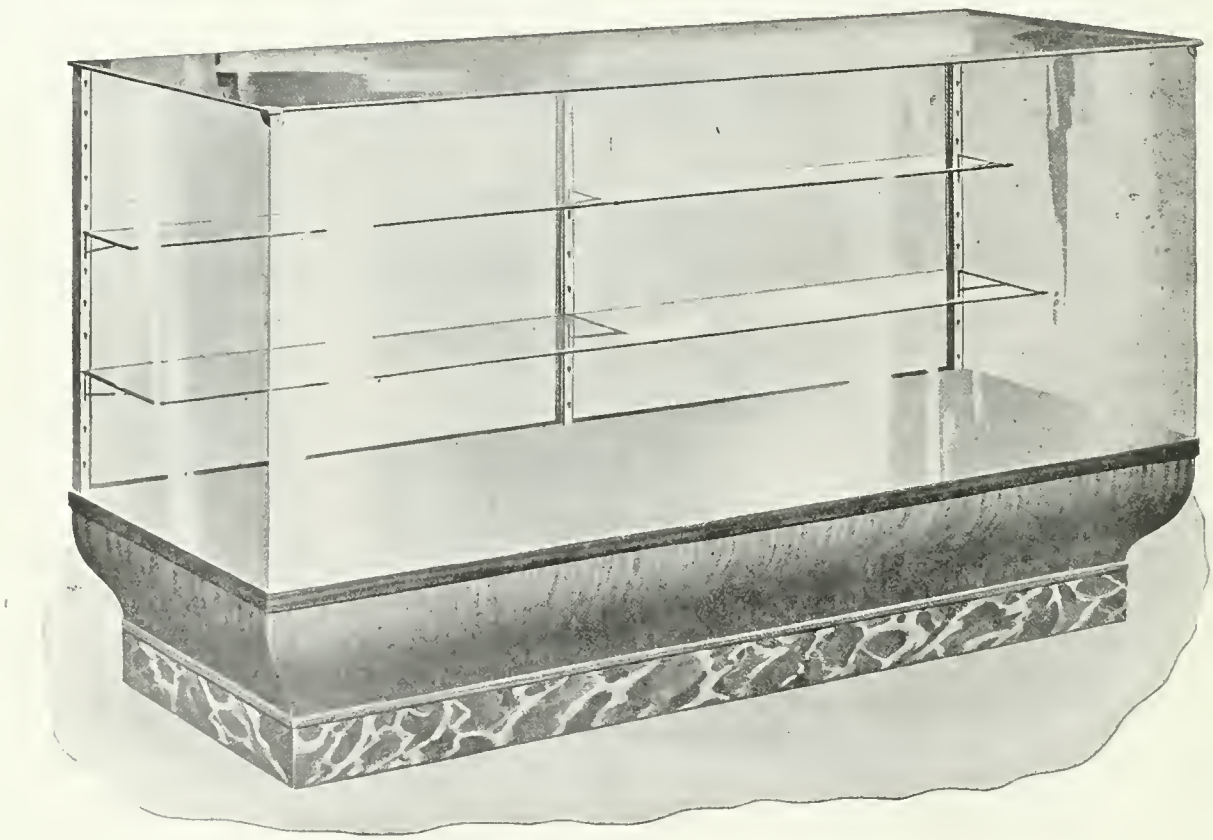
Obituary.

The death occurred, somewhat suddenly, on Sunday, January 24th, of Mrs. G. J. Waugh, of Los Angeles, Cal., whither she and Mr. Waugh had gone some three weeks ago to visit their son. The late Mrs. Waugh had been in fairly good health prior to leaving Stratford, and from letters received from California, apparently enjoying her visit to the utmost. Mrs. Waugh was the second youngest of a family of nine. Besides her husband, Mr. G. J. Waugh, Stratford's oldest merchant, one daughter, Mrs. H. C. Brewer, of Montreal, and two sons, J. B. Waugh, of Stratford, and Lionel Waugh, of Los Angeles, survive. Mrs. Mitchell, of Detroit, is a sister.

Geo. E. Penne, Western representative for Buntin, Gillies Co., Hamilton, left for the Canadian North-west and Pacific Coast this week, carrying a full line of imported samples for 1915.

SHOW CASES

Who will pay for your new fixtures if you get them? It will not be you, it will be the other druggist who decides that he can get along with his old fixtures. He will pay for your fixtures.



KENT-McCLAIN Limited

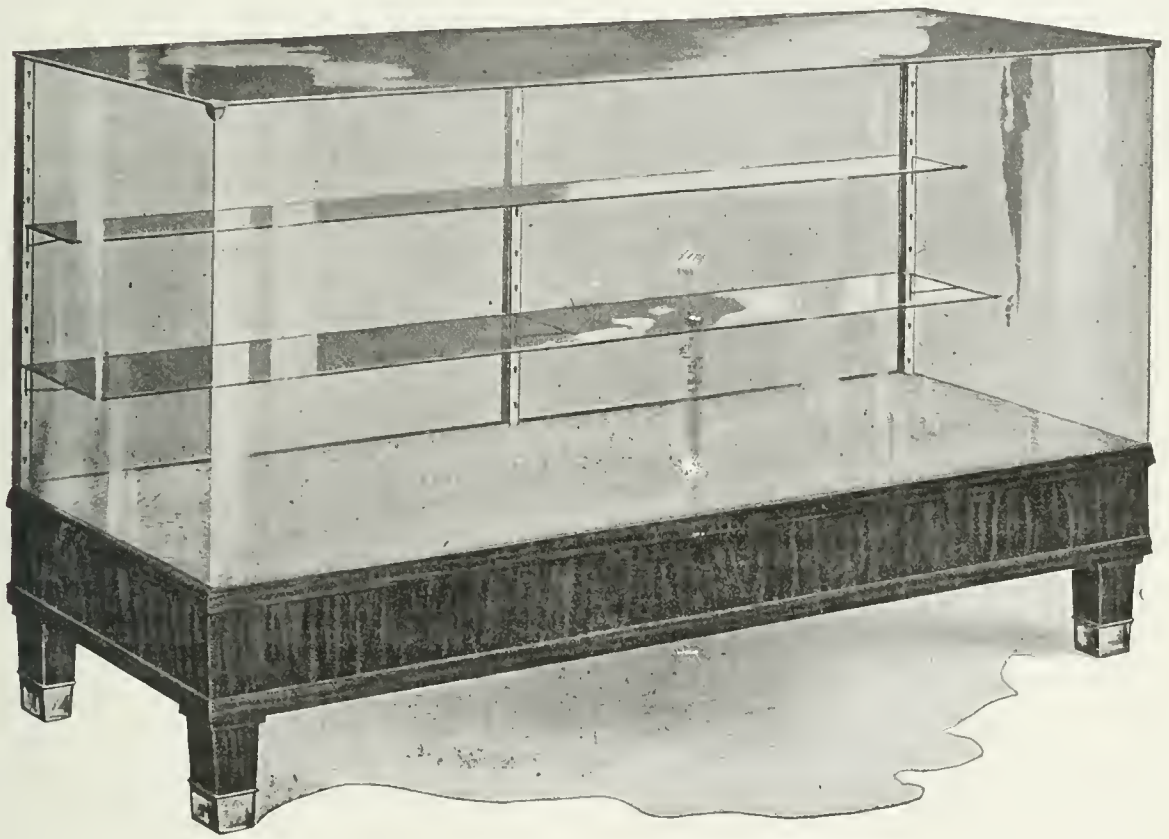
(Toronto Show Case Co.)

181-199 CARLAW AVE., - - Cor. Queen St. East,

TORONTO

SHOP FITTINGS

Write now for particulars or give us a call at the factory and we will show you.



KENT-McCLAIN Limited

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TORONTO

The Source and Supply of Medicines.

With Special Reference to the Interference Caused by the Existing European War.

By Martin I. Wilbert, Technical Assistant, Division of Pharmacology, Hygienic Laboratory, United States Public Health Service.

The European war has demonstrated as no other combination of circumstances possibly could the degree to which we in this country are dependent on Europe for the ordinary supplies of our drugs and our medicines. This dependence has been particularly emphasized by the unprecedented increase in the price of some of the more widely used drugs and the practical exhaustion for the time being of some few of the more important articles of materia medica that are made or controlled in the European countries now at war.

Probably the chief reason for the rapid rise in values was the fact that the available stocks of many of the staple articles during the summer months are usually at a rather low level and that practically all of the great drug markets of the world are in the war zone, so that stocks on hand in these ports are not available for export, either because of blockade or because the local government has interdicted the exporting of drugs.

It is not generally known that by far the greater number of drugs sold in the different countries of the world are marketed through London, Hamburg or Trieste. A few drugs, like the products of the Dutch colonies, are marketed through Amsterdam, and some of the drugs produced in Turkey and western Asia come to us directly from Constantinople, or Smyrna. The bulk of the drugs used, however, even those of American origin, is distributed from the great drug markets of the world in the cities mentioned above.

The greatest uncertainty in the American supply of drugs is in connection with what are commonly known as botanicals. During the summer months the available stocks of these drugs are usually at an exceptionally low level because of the fact that many vegetable drugs deteriorate more or less on keeping, and, of some at least, supplies are not kept over from year to year, the new crop of drugs being available for distribution late in the summer or early in the fall, just about the period in which the war had its origin. A few of these drugs, like digitalis, stramonium, dandelion, and burdock root, have become acclimated in different sections of this country and would be available in large quantities for the gathering. Up to the present time, however, the price at which the foreign drug could be purchased was such that the margin of profit was not sufficiently great to warrant their collection.

Farmers' Bulletin No. 188, entitled "Weeds used in medicine," contains illustrations of a number of drug plants and the necessary directions for gathering and curing many of the now scarce drugs. This pamphlet is sold by the Superintendent of Documents, Government Printing Office, Washington, D.C., for 5 cents, and the directions given therein are sufficiently explicit to identify the plants and to ensure marketable products.

The greatest difficulty in securing supplies of drugs during the coming year will no doubt be encountered in connection with the so-called "synthetics," articles made directly or indirectly from coal-tar. Practically from its beginning this business has been monopolized by European manufacturers, largely because of the better equipment of their manufacturing establishments, and also because of the marked difference in the cost of labor. Even the simplest products, like benzol, aniline oil, carbolic acid, salicylic acid, and benzoic acid, are made almost exclusively in Europe, and the prices at which these several products are being held at the present time in this country is entirely out of keeping with their cost of production, were American manufacturers equipped with the necessary apparatus to make them. Benzoic acid, for instance, is being quoted at ten times the price at which it could be purchased two months ago, while salicylic acid commands five times the price and phenol ten times the price asked for them before the outbreak of the war. These inordinately high prices must be paid despite the fact that we in this country have unlimited amounts of the raw material and produce probably more coke than any other country in the world. Unfortunately but a comparatively small amount of this coke is now made in by-product plants because of the limited market for the coal-tar produced. Heretofore much of the domestic coal tar was sent to Europe to be manufactured there into phenol, aniline oil, benzol, toluol, and the thousand and one products made from them which in turn were sent back to us to buy at very much enhanced values. During the fiscal year ending June 30, 1913, the coal-tar products entered for consumption in the United States aggregated a total declared value at the port of entry of more than $15,000,000.

An important branch of the drug and spice industry which has as yet not been developed to any appreciable extent in this country is the production of volatile oils, perfumes, and related products which in 1913 were imported to the value of nearly $7,000,000. The prices asked for some of these products, even for the few oils made in this country, have advanced materially, and it will be some months before normal conditions can again be brought about. Many of these oils could or should be produced in this country from materials imported direct from the East or West Indies and other tropical or subtropical countries not involved in the present war.

COWAN'S

LIQ. AMMON. FORT.

PURE

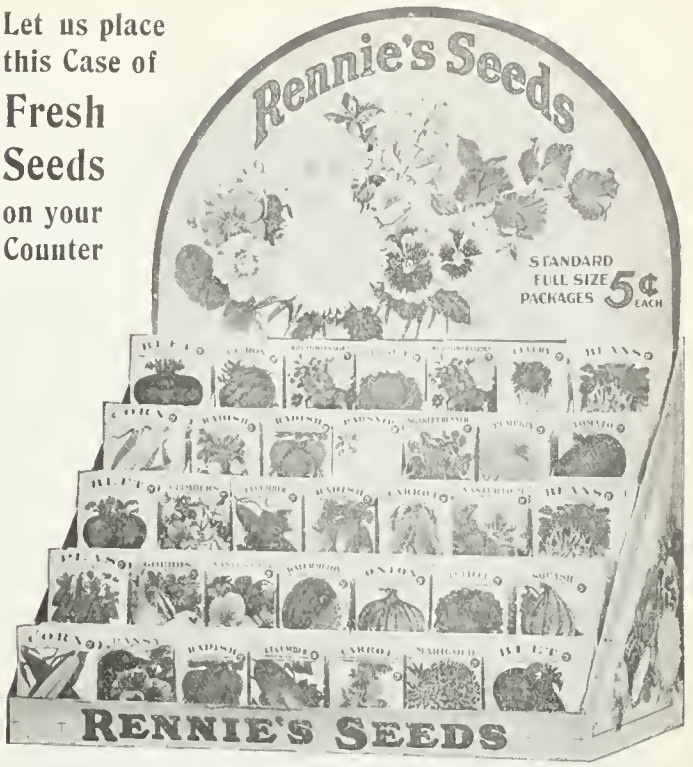
Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Let us place this Case of **Fresh Seeds** on your Counter



SELL as many as possible and the remainder may be returned at the end of the season at our expense. Our compact and attractive counter display case contains the assortments as above, and you will add many dollers to your profits if you let us send you one or more, as your trade requires, on commission, all charges paid by us.

Wm. Rennie Co., Limited, Toronto

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

EUROPEAN AGENCY

WHOLESALE buying agencies undertaken for all British and Continental goods, including

Books and Stationery, Boots, Shoes and Leather, Chemicals and Druggists' Sundries, China, Earthenware and Glassware, Cycles, Motor Cars and Accessories, Drapery, Millinery and Piece Goods, Fancy Goods and Perfumery, Hardware, Machinery and Metals, Jewellery, Plate and Watches, Photographic and Optical Goods, Provisions and Oilmen's Stores, etc.

Commission 2½ per cent to 5 per cent Trade Discounts Allowed. Special Quotations on Demand. Sample Cases from $50 upwards. Consignments of Produce Sold on Account.

WILLIAM WILSON & SONS
(ESTABLISHED 1814)
25 Abchurch Lane, London, E.C.
Cable Address: "ANNUAIRE, LONDON."

An interesting illustration of the need for establishing an independent source for products of this type are to be found in thymol. This article less than three months ago was quoted at the then rather high price of approximately $2 per pound, while at the present time the price quoted is $15 a pound with the available stock on hand practically exhausted. In a commercial way this substance is obtained principally from ajowan oil, the volatile product obtained from the seed of an umbelliferous plant in India. Thymol also occurs in the oils of horse mint, dittany, thyme, and wild thyme. Horse mint, Monarda punctata, is an American labiate that could be gathered in large quantities or cultivated, like peppermint or spearmint, for the economic production of thymol. For the immediate future, however, there is no good reason why ajowan seed should not be imported into this country directly from India and other countries where it is grown, and thymol produced economically in sufficiently large quantities to supply the demand.

A few drugs and chemicals, notably the alkaloids, such as cocaine, morphine and quinine, will of necessity be very widely used in the countries now at war, in the treatment of the sick and the wounded, and this greater demand for these commodities will probably tend to prevent any decrease of their price to the normal in the near future.

The scarcity and accompanying increase in the price of drugs is, of course, only one of the many burdens that have been or will be imposed on us by the interruption of normal trade conditions, but this burden may have a redeeming feature in that it will teach us to exercise greater care in the use of these commodities, will tend to encourage their production in this country, and should suggest the practicability of establishing for ourselves and for the American continent generally a distributing center for the drug products of the world that will be independent of the now existing drug markets in European ports.

A Trip to Germany.

Here is the latest British recruiting poster that is attracting enormous crowds.

TO BERLIN.

The country is arranging a trip to Germany in the spring for a few sportsmen. All hotel expenses and railway fares paid.

Good shooting and hunting.

Ages 18 to 38. Rifles and ammunition supplied free.

Cheap trips up the Rhine.

Apply at once as there is only a limited number (1,000,000) required.

An Appeal.

The following appeal was recently issued by the British-American War Relief Fund, and signed by Richard Harding Davis, with a request for publication.

The men of Great Britain with their Allies are fighting not only for their own existence and to restore Belgium, but against the domination of militarism throughout the world.

From the English, Scotch and Irish, many millions of our countrymen are descended. We speak the same language; our traditions, standards and ideals are the same.

In behalf of the soldiers and sailors at the front and in the hospitals the British American War Relief issues this appeal to those who in this struggle sympathize with Great Britain.

It asks for warm clothing, comforts and necessities.

The articles required are mufflers, wristlets, socks (size 10 or 11), woollen gloves (size 9 and 10), abdominal belts, woollen helmets, colored handkerchiefs, woollen underdrawers, undershirts, cardigan jacvets, sweaters, and tobacco, and for the hospitals, old linen bandages, antiseptic gauze and anesthetics.

The society has been in existence only since October 20, but contributions have been received from nearly every state of the United States, from Canada and from the West Indies.

The articles already forwarded have been acknowledged by Lord Kitchener in the following cablegram:

> "First consignment of gifts from women of America for British on active service, received with much appreciation and gratitude. Letter follows.
>
> KITCHENER.
>
> Secretary of State for War."

Any cash donation will be used in the purchase of these articles.

In order that your coutribution may benefit those in America as well as those abroad, all articles will be purchased here.

No money will be sent out of this country.

Through the co-operation of British Steamship Lines all consignments are delivered in England free of charge, and the British War office guarantees prompt delivery to the men at the front and in the hospitals.

All contributions in kind and all communications to be addressed to Mrs. Ralph Sanger, British American War Relief Fund, 200 Fifth Ave., and all money contributions will be gladly received at the same address by Mr. Henry J. Whitehouse.

The fund is under the patronage of the Presidents of St. Andrew's Society, the St. George's Society, the St. David's Society, and the Canadian Society.

Reasons for Optimism.

The making of chemicals and allied products in Canada in 1910 required 178 plants and over five thousand employes. Over $16,000,000 was paid out in wages and materials

Every optimist in Canada ought to take a pessimist in charge. The cheerful man should gently lead the disciple of calamity to some quiet corner, and there impart to him as kindly as only the true optimist can, the knowledge that this country will still be distinctly visible on any good map of the world when peace is concluded in Berlin. The pessimist is not a thinker, and his imagination flourishes only in grooves of gloom. It is necessary that he be trained to walk upright in the sunshine among the people who are adapting themselves to new conditions before he can be expected to shake off his adopted convictions and take his proper place in the daily toil of the nation. The national machinery in this country did not stop when the first German goose stepped across the borders of Belgium. Canadians did not take to their cellars and cease to eat as usual. Neither did the products of the fertile fields of Canada disappear from the bins and the elevators or the live stock perish on the hillsides. Few manufacturing plants of consequence had to close because of the inauguration of hostilities and those that did will be started again before long. Admittedly, the war has disturbed business, but not beyond the possibility of rapid and efficient adjustment, and those adjustments have in large measure been already achieved. As the first shock is always the hardest to bear, it is reasonably safe to assume that the problems of the future will be as capably handled, and that day by day the nation will progress to a position of steadiness and contentment.

There were not lacking pessimistic pedants to preach that dark days were dawning when Canada's volunteers began to gather for service overseas. Yet, because of that mobilization, factories throughout the country were soon running with full staffs, and, in many cases, running overtime, to furnish the equipment required. Boots, socks, underclothing, uniforms, rations, rifles and ammunition had to be acquired. As the Government has announced that a second contingent will follow the first, and that men will be constantly in training here, while the war lasts, it is likely that these self-same factories will continue to operate, as a result of the war, while the conflict lasts. In addition, quite out of a clear sky, came orders for saddles and harness from the Governments of Great Britain, France and Russia, in large quantities, because the manufacturing plants of those countries could not produce the supplies needed quickly enough. The harness business is always rather dull in the fall, and the demands of the armies of the Allies were gratefully received. Canada is being called upon to furnish horses at good prices, and beef at good prices, and other foodstuffs at good prices, and in bulk considerably greater than is customary in times of peace, so Canada's portion of the war surely has not been an unmitigated evil.

The markets of a few manufacturers were upset by the old world fighting, but they will find that their products may be diverted to other markets. As a matter of fact producers so placed are not numerous in Canada. The majority of our manufacturing plants are devoted to the production of goods essential to the daily routine of the people and the demand in the home market is sufficient to enable them to maintain operations.

The last Dominion census, that of 1911, is authority for the statement that there were in Canada, in 1910, some nineteen thousand odd manufacturing plants. Of those, 6,985 or more than a third of the manufacturing plants of the Dominion, were devoted to the production of foodstuffs. As the people have to be fed, most of these plants should be able to carry on their operations as usual. The employment on the pay rolls of these factories in 1910 numbered 52,730. The wages paid totalled $14,492,568, and the cost of materials stood at $175,453,469, the whole constituting a considerable item, the spending of which is calculated to stimulate activity in other lines of industry.

In timber and wood products the census gives the number of plants as 4,999, employees 110,049, the wages paid $39,379,739, and the cost of materials $94,052,429. Speculative building has largely ceased, but Canadian woods may be made an essential feature of specifications for buildings going up for the Governments and for municipalities throughout the Dominion. There will be possibly a decrease of output in furniture. The lumber mills ordinarily enjoying an export business ought to be able to continue operations as much as usual, though they will not have access to Germany and Austria, and there is ample opportunity for many of the other lumbermen to seek outside trade as well.

The textile industry appears to be in an excellent position. The number of plants in 1910 is given as 1,444, the 72,672 employees were paid $27,703,826 in wages, and the cost of materials was $72,128,436. With the cutting off of supplies from Germany and Austria our Canadian plants should be called upon to furnish a wider range of goods than ever before for the domestic market, and what with the making of necessary clothing these factories are busy. It rests with the manufacturers themselves whether they are to hold the new domestic market when the war is over and trade routes are open all over the world.

In paper and printing the statistics show 773 plants. Employees numbering 22,894 received in wages $10,866,721 and the cost of materials was $16,956,697. As the newspapers, to give the news of the war are going to issue more often than in times of peace, it stands to reason that men will continued to be employed cutting the spruce in the woods, floating it down the rivers or loading it upon trains for delivery to the mills, and that the pulp and paper plants will keep on with the business of turning out paper at least in quantities as plentiful as in peaceful days. For cardboard and papers other than that used by newspapers there is still a demand. At present there might be a slight falling off in the amount of printed matter demanded by the manufacturers, wholesalers, and retailers, so that the job printing plants and the advertising columns are not called upon as frequently. But that condition is passing.

Chemistry has been described as the intelligence department of industry. The making of chemicals and allied products in Canada in 1910 required 178 plants and 5,274 employees, the wages paid amounted to $2,393,971, and the materials involved cost $14,059,022. There have been no reasons cited so far why Canadians could not take up this industry more systematically and become independent of outside supplies. We have arsenic, antimony, cobalt platinum, nickel, copper, silver, gold, phosphates, asbestos, coal, iron, tungsten, among other things listed as natural resources. Yet the bulk of our refining is carried on outside the country. The chemical industry in Canada now has a splendid chance to make history.

The Canadian iron and steel industry is only in its infancy. Perhaps it is just as well that such is the case because the army of unemployed would certainly have recruited from the big plants. Federal statisticians numbered the iron and steel shops in 1910 at 824, employees 48,558, wages paid $25,792,388 and cost of materials $52,452,103. The industry is most prosperous when countries are doing a great deal of new construction, when the skeletons of big office buildings are etched against the sky, and confidence is rampant in individuals. But a pleasing feature is that orders for this class of work are placed usually a long way ahead. Then, too, the Federal Government proposes to go on with a vast amount of construction work and provincial governments and municipalities, as far as they are able, will proceed with similar enterprises.

The leather goods trade has already been touched upon. It is bigger probably than most Canadians imagine, the Ottawa officials giving the number of plants in 1910 as 399, the number of employees 22,742, the wages paid $9,644,403, and the cost of materials $34,394,189.

The clay, glass and stone products are produced in 771 plants by 17,699 employees, the pay roll amounting to $7,745,342. It is in much the same position as the iron and steel industry, being concerned mostly with building. But this should provide an excellent opportunity for makers of brick, stone and cement to stock up in order that they may be in a better position to make prompt deliveries when the demand starts in earnest again.

Those are our chief industries. They total to 16,373, or within 2,845 of all the factories enumerated by the census man in 1911. The employees number 352,618. They are concerned with the making of essential products. The people need the goods they manufacture. To-day, even after all the prophecies and calculations, unemployment has not increased to anything like the proportions expected when the war began. It is unlikely that it will, and there will be the added solace that this year because extraordinary conditions prevail, legislative aids will be provided which were never available before.

As for the manufacturers, they are following the advice of Sir George Foster, and are studying the position from every standpoint. Up to the commencement of hostilities we had been importing from other countries more than $600,000,000 worth of goods a year, goods coming in large measure from the United Kingdom, United States and from Germany. Great Britain herself had been accepting from Germany and Austria-Hungary imports to the value of $350,000,000 a year. The German and Austrian trade to Australia, New Zealand, South Africa, India and other British Dominions was quite considerable. Without going any further there is nearly a billion dollars in trade open for competition. Some of it ought to be secured by Canadian manufacturers. Great Britain is sympathetic; so is Australia; so is New Zealand. If our people are in earnest, now is the time for manufacturing ability and capital to get together and work the problem out.

"Canadian Capital—Canadian Work"

This is the slogan of the National Drug and Chemical Company, of Canada, Limited, sole makers of the famous Na-Dru-Co" Toilet and Medicinal Preparations, and the largest concern of the kind in the Dominion—Mr. C. W. Tinling, the Vice-President and General Manager, says that the war has not reduced the Company's sale by more than ten per cent. Although raw materials are considerably higher, there has been no increase in the prices of the Company's goods.

"John," said the teacher, "tell me what is pasteurized milk."

"Milk from a cow that has been turned out to pasture," promptly answered John.

Photography

Formulae for the Amateur Photographer.

A CEMENT FOR LEATHER.

Photographers who wish to stick together pieces of leather, such as patches on torn bellows, camera cases or leather straps, are often at a loss to know what adhesive to use for the purpose. Ordinary glues and gums are quite useless, because they almost invariably crack after a little use. By the use of the following cement, made in the way stated, a perfect union can be obtained, and it will be found to be easier to tear the leather round the join than to part the pieces.

To make this cement, take equal parts of common glue and best Russian isinglass, and soak in just enough water to cover them, for ten hours. Be careful to obtain genuine Russian isinglass, as there are many varieties which are, however, quite useless for this purpose.

After the ten hours' soaking in cold water, place the jar containing the mixture in a water bath, and bring very slowly up to the boiling point, then add pure tannin, stirring all the while till the whole becomes ropy and looks like the white of an egg.

When requiring to use, slightly roughen the two surfaces to be joined, smear both with the warm cement, and clamp together, or put under pressure.

AN IMPROVISED LENS CAP.

To make a lens cap, procure from a druggist a pill-box of right size (or a can cover of some kind) and cover the desirable half by glueing a round piece of velveteen or black cloth to the inside and a narrow strip around the inner edge. For appearance sake, the same may be done to the outside. In an emergency the focussing cloth may be used to cover and uncover the lens.

PRINT DEVELOPER.

1.	Water	10 ounces.
	Orotol	2 grammes
	Hydrochinone	4 grammes
	Sulphite Soda (dry)	8 grammes
	Carbonate Soda (dry)	14 grammes
	Bromide Pot. (10 per cent. sol.)	35 drops
	Pot. Iodide	3 grains

Mix in the order named, thoroughly dissolving each chemical before adding another.

For hard paper use 5 ozs. water to 5 ozs. developer, for medium paper use 10 ozs. water to 5 oz. developer, for soft paper use 8 ounces of water to 5 ounces developer. Leave in hypo until yellow color has disappeared.

A WELL STOCKED AND WELL KEPT DRUG STORE.

ACID SHORT STOP.

2. Acetic Acid ..... 1 ounce
Water ..... 10 ounces

FIXING BATH FOR PRINTS.

3. Thoroughly dissolve 8 ozs. hypo sulphite soda in 32 ozs. water. Then add the following hardening mixture, dissolving each chemical in the order named :—

Water ..... 3 ounces
Sod. Sulphite (dry) ..... 1 ounce
Acetic Acid, No. 8 ..... 1 ounce
Pulv. Alum..... ½ ounce

PLATE DEVELOPER. (a)

4. Pyro ..... 15 grammes
Pot. Metabisulphite ..... 3 grammes
Water ..... 15 ounces

PLATE DEVELOPER (b)

Water ..... 10 ounces
Sod. Carbonate (dry) ..... 25 grammes
Sod. sulphite (dry) ..... 15 grammes

Use equal parts (a) and (b).

5. To prevent Pyro from staining the fingers, dip them in the following solution frequently while developing :

Citric Acid ..... 1 ounce
Water ..... 10 ounces

FIXING BATH FOR PLATES.

6. Thoroughly dissolve one pound (16 ozs.) of hyposulphite of soda in one quart (32 ozs.) of water. Then add the following hardening mixture, dissolving the chemicals in the order named :

Water ..... 20 ounces
Metabisulphite Pot. ..... 1 ounce
Chrome Alum ..... 1 ounce

7. To make a negative practically insoluble soak it 10 minutes in the following :

Water ..... 10 ounces
Bisulphite of soda..... 8 grammes
Formalin ..... 20 grammes

This should be kept tightly corked, as the formalin will evaporate very rapidly.

INTENSIFIER—FOR PLATES (a)

8. Bichloride of Mercury ..... 7 grammes
Bromide Pot. ..... 3 grammes
Water ..... 5 ounces

INTENSIFIER—FOR PLATES (b)

Sod. Sulphite ..... 7 grammes
Water..... 2 ounces

Place negative in (a) until well bleached. Wash through several changes of water, then place in (b) until thoroughly cleared. Wash through eight or ten changes of water. Repeat if necessary.

REDUCER (a)

9. Water ..... 8 ounces
Hypo ..... 16 grammes

REDUCER (b)

Water ..... 8 ounces
Ferricyanide ..... 1 ounce

Keep tightly corked in amber colored bottles. Mix 8 ozs. (a) with 1 oz. (b) for immediate use. If a dried negative is to be reduced, soak half hour before applying the solution. Use only in very subdued daylight.

NON-CURLING SOLUTION.

10. Water ..... 7 ounces
Glycerine ..... 1 ounce
Alcohol..... 2 ounces

POLISH FOR SQUEEGE TINS.

11. Beeswax ..... 2 ounces
Turpentine ..... 3 ounces

CHEMICALS NEEDED BY THE AMATEUR.

Sodium Sulphite ..... 1 pound
Sodium Carbonate ..... 1 pound
Oretel ..... 1 ounce
Bichloride Mercury..... 1 ounce
Ferricyanide ..... 1 ounce
Pot. Iodide ..... 5 pounds
Sodium Hyposulphite ..... 5 pounds
Pyro ..... 1 ounce
Hydrochinine ..... 1 ounce
Bromide Pot. ..... 1 ounce
Glycerine ..... 1 pound
Pot. Metabisulphite ..... 1 ounce
Acetic Acid, No. 8..... 1 pound
Alum (Pul.)..... 1 pound
Citric Acid ..... 1 ounce
Chrome Alum ..... 1 pound
Formalin ..... 1 ounce
Sodium Bisulphite ..... 1 ounce
Alcohol ..... 1 pint

How to Photograph Yourself.

A curious method of photographing oneself when at quite a distance from the camera is proposed by M. Morisot. Take a wood spring clothespin and shape out one end so that it grasps the the bulb of the shutter and the spring tends to press on the bulb.

Then the other ends are brought together so as to release the bulbs, and are tied with string or thread. On this is put a piece of fuse of some length.

Lighting the fuse, the person goes to the distant point before the camera, and when the string is burned the clothespin presses the bulb and makes the exposure.

Doctor—I am sorry to tell you, but this illness has left you a broken man.

Patient—You bet I am, doc.; I got your bill this morning.—Chicago News.

Olive Oil and Salad Oil.

A. McGill, chief analyst of the Canadian department of inland revenue, has submitted a report on tests of 114 samples of edible oil, in which he states :

"An Order-in-Council, dated March 28, 1912, defines olive oil and cotton seed oil, as these articles are sold for food purposes. There is no question of the wholesomeness of cotton seed oil, when properly refined, and it may be sold either by itself or in a mixture with olive oil, provided that the label plainly declares its presence. The substitution of cotton seed oil for olive oil without declaration, constitutes adulteration under section 3b of the Act, which states as follows : 'Food shall be deemed to be adulterated within the meaning of this Act, if any inferior or cheaper substance has been substituted wholly or in part for the article.'

"The experience of our inspectors shows that olive oil is coming more and more into use in Canada, and the purchaser of a salad oil usually understands that he is buying olive oil. I am informed that the trade recognizes the terms salad oil and union salad oil, as distinguishing between olive oil and cotton seed oil. It is probable that the word Union has regard to the United States as a source of the article, rather than to a mixture of oils, since the Southern United States is the chief producer of cotton products. It is usual for olive oil to be labelled in French or Italian, since France and Italy are among the chief producers of olive oil, and appear to furnish most of that supplied to Canada. Recognizing these facts it gives cause for suspicion when we find cotton seed oil carrying French labels and purporting to have a French origin. Not only does it suggest purposeful deception, but it makes us suspicious that the name of the manufacturer may be wholly fictitious. I think it not unreasonable that we should be in a position to require wholesale dealers to prove the bona fide character of information stated or implied on labels of the kind referred to, i.e., where the fact that a label states or implies a foreign origin amounts to a claim for quality in the goods. Salad oil is such a case, but wines, brandies, gins, liqueurs, etc., offer opportunities for similar deception.

"The results of the present inspection may be summarized as follows :

Genuine Olive Oil	85	samples
Cotton Seed Oil, declared as such	16	"
Adulterated Under the Act	11	"
Doubtful	1	"
Lost by breakage	1	"
Total	114	samples

The only time some fellows look for an opening is when they carry a corkscrew with them.

Magma Bismuthi.

By S. Bertha Muller, Ph.D.

In recent years magma bismuthi has become quite popular, so much so that it was deemed advisable to make the preparation official.

With that end in view several formulas have been proposed and duly tried out, but in our experience have not proved generally satisfactory.

The formulas proposed direct ammonia water to be used to precipitate the bismuth nitrate. This, in our experience, leads to considerable trouble trying to wash the resulting magma free from the excess of ammonia. It takes a great deal of water to do so, and even if one has succeeded in getting the final washings to no longer react with phenolphthalein, the magma itself will always give a strong reaction. To reduce the amount of ammonia water leads to a reaction in the opposite direction, giving a decided acid reaction which causes the gradual solution of the bismuth hydroxide. Furthermore, when the magma is poured on a strainer for the purpose of washing it, the surface of the magma very soon develops a metallic coating which certainly points to a decomposition going on, and may be due to exposure to air. Unfortunately, this is the only way the magma can be washed, because distilled water has the property of causing the magma to curdle into large flaky masses, taking up considerable water and holding it so that it is utterly impossible to get the magma to settle in order to wash it by decantation, thus preventing undue exposure to air.

Attention should also be drawn to the fact that the amount of bismuth subnitrate used results in too thick a magma. Furthermore, 80 gm. of bismuth subnitrate cannot be satisfactorily dissolved in 60 c.c. of nitric acid. It takes 1 c.c. of nitric acid for every gram of bismuth subnitrate to be dissolved.

However, with some modifications the proposed official formula will give satisfactory results. In the first place, the amount of bismuth should be somewhat reduced, then ammonium carbonate should be substituted for ammonia water, and lastly, distilled water containing 1 :000 sodium chloride should be used. By using ammonium carbonate the resulting magma is not nearly so alkaline, it will not react with phenolphthalein, but will and should react alkaline toward methyl orange. It, therefore, does not require nearly so much washing. It only needs to be washed until it is practically tasteless. The use of this small amount of sodium chloride in distilled water prevents the curdling of the magma, and it therefore can readily be washed by decantation, no strainer being required. After sufficient washing it is allowed to settle to the required volume, which usually takes about a week.

Spigot water can also be used in place of distilled

water if it has been previously boiled with 1 per cent. magnesium carbonate for about fifteen minutes, then cooled and filtered and 1 :1000 sodium chloride added.

The following formula has been fairly satisfactory :

Bismuth subnitrate	50 gm.
Nitric acid	50 gm.
Ammonium carbonate	80 gm.
Distilled water, to make	100 c.c.

Dilute the nitric acid with an equal volume of water and dissolve the bismuth subnitrate in it, dilute further the 300 c.c., and filter through cotton.

Dissolve the ammonium carbonate in 3000 c.c. distilled water containing 1 :000 sodium chloride and filter.

Pour the acid solution slowly and with constant stirring into the alkaline solution. When the resulting precipitate has subsided, decant the supernatant liquor, and wash by decantation until the magma is practically tasteless, using distilled water containing 1 :1000 sodium chloride Then allow to settle to 1000 c.c.

When tested the magma should react alkaline toward methyl orange.

The Internal Use of Liquid Paraffin.

By A. Vicario.

The utilization of liquid paraffin for the preparation of skin creams or pomades, is well known; it is also employed in intramuscular injections, and is now having some attention paid to its internal use. Liquid paraffin has a considerable vogue chiefly as a vehicle for mercury or its salts, and in England at the present time as a remedy for constipation, and generally for all gastro-intestinal affections. To Arbuthnot Lane is due the internal use of the oil, which, administered at regular intervals, has no chemical action, is not absorbed by the intestine, softens the material and facilitates its expulsion.

The heavy petrolatum oils, the residue of the distillation of petroleum, are freed from their acrid vapors by boiling in the open air, cooled to separate hard paraffin, decolorized and filtered. The liquid paraffin is obtained mostly from petroleum poor in the semi-solid paraffin ; it is what separates from the paraffinic mass when the latter is pressed, hence the name (Paraffinum liquidum, liquid paraffin), generally adopted by foreign authors. English Liquid paraffin represents the oily mixture of hydrocarbons liquid at ordinary temperatures, derived from petroleum without any indication as to its source. It may thus be of indefinite composition. It is not quite the same as the official Huile de vaseline, which, according to the French Pharmacopoeia, should be originally from Caucasus petroleum, and, consequently, should consist chiefly of hydrocarbons of the C H series. In practice, liquid paraffin and Huile de vaseline are synonymous.

The oils which are found in commerce differ as to odor, limpidity, density, viscosity, and purity. Some possess the odor and taste of petroleum, others have a market fluorescence. Their specific gravity varies from 0.840 to 0.890. The viscosity varies remarkably ; taking water as unity the oils have a viscosity 8 to 19 times greater. The oil which is to be preferred is that having a viscosity of 10.5, which is exactly that of simple syrup of s.g. 1.320. Commercial oils are not usually acid ; they do not attain fatty bodies.

The coloration produced by sulphuric acid varies from pale yellow to a more or less deep black. The American oils appear to be much less pure than the Russian oils. They are less limpid, and disengage on heating a strong odor (of formaldehyde). Their specific gravity is higher (0.870—0.945). The Russian oils are clearer, more limpid, purer, and are certainly preferable ; their density is 0.860—0.885.

One American oil imparted to sulphuric acid an absolutely black coloration. It emulsified with the acid, from which it separated, after standing several hours, and became black itself, unlike other commercial oils. The impurities extracted from the acid by chloroform were insoluble in water and partially insoluble in soda solution ; the soda solution produced toxic symptoms in guinea pigs. Such impurities are not to be tolerated in oil for internal use. It is absolutely necessary that the purity of the oil should be checked not only by the French Pharmacopoeia test, but by the reaction with sulphuric acid indicated in that Pharmacopoeia in the tests for Vaseline officinale. Sulphuric acid of 60 per cent. strength (sp. gr., 1.50) is not colored with Huile de vaseline, even when the impurities are very abundant. The test with pure sulphuric acid is much more delicate.

Should it be necessary to purify liquid paraffin in the pharmacy, the following process is the best to use :—Place a liter of the oil in a flask with 50 Gm. of pure sulphuric acid. Agitate frequently, decant the blackened acid and repeat the operation with fresh acid until the latter is colorless or very nearly so. Then wash the oil with a hot concentrated solution of sodium or potassium carbonate, decant, dry the oil with dried sodium carbonate, and filter. A washing with strong alcohol removes the last traces of impurities.

The use of liquid paraffin internally presupposes not only a neutral and chemically pure oil, but unabsorbable, since it is to act mechanically and be expelled without having undergone any change in the digestive tract. Theoretically, the hydrocarbons of which it consists, are well known to be very resistant, but experiments in artificial digestion have been made, and it has been found that

pure bile completely emulsifies the oil, but only under conditions that do not obtain in the body. Pancreatic digestion of a mixture of butter with liquid paraffin shows that not only is the latter not emulsified, but that its presence prevents the complete emulsification of the butter. Thus it is that a mixture of equal parts of liquid paraffin and butter, notwithstanding the presence of double the quantity of pancreatin necessary, leaves a proportion of unemulsified fat much greater than the whole of the liquid paraffin. This shows that it is an advantage not to give the latter with a meal or during the process of digestion. Liquid paraffin is given in doses of one to two tablespoonfuls a day. It may be flavored, shaken up with simple syrup or fruit syrup, or it may be combined with soft or hard paraffin and incorporated with honey or preserves.—Ex.

The Joy of Living.

Pyorrhocide is said to be very efficacious in the treatment and prevention of pyorrhea (Rigg's disease), and at the same time is an oral prophylactic for general use. It is extensively advertised to the dental and medical profession. It is composed of substances unaffected in price by the European disturbance, and its sales are likely to increase materially in the near future.

In order to stimulate the demand for this preparation, the makers, the Dentinol and Pyorrhocide Co., 110 West 40th street, New York, are distributing to dealers, upon request, charges prepaid, a window display cut-out, 48 by 36 inches, handsomely lithographed in seven colors, which is a radical departure from the stereotyped display card in its unique design and forceful attractiveness. With each display a supply of the new booklet, "The Joy of Living," is included. The booklet is likewise original in its manner of treating of the value of pyorrhocide in the care of the teeth and in maintaining oral hygiene. This booklet is also sent to dentists and physicians for distribution.

Doctor (to operetta diva who wishes to be vaccinated)—Shall I vaccinate your arm?

Diva—Heavens! No, of course, not. Think of me as an artist with a scar on my arm. You must vaccinate me where it won't show.

Doctor.—I think you had better take it internally.

Visitor—Is your husband in, Mrs. O'Brien?

Mrs. O'Brien—Yes, sor.

Visitor.—I'd like to see him.

Mrs. O'Brien—Ye can't, sir, he's in for t'ree months.

Your Friend and Counsellor—The Trade Paper

By Elbert Hubbard.

Some years ago when I was in the soap business I bought a book of formulas.

This book cost me an even hundred dollars.

It gave secret processes.

It was bound in red morocco and had a chain around it with a brass padlock, like unto the old-time invention used in the Middle Ages known as a chastity belt.

I think I was more impressed by the chain and padlock than by anything in the book.

In any event, I wanted secrets.

Later I subscribed for a trade paper, and found that in the course of the year every recipe in the wonderful hundred-dollar book was in my trade paper.

The business of the trade paper is to give away the secrets of the business. Nothing is hidden, or can be.

The editor of the trade paper finds out the best, most efficient, most economical way of doing things, and explains these things to his subscribers.

He does what is most useful to him for the subscriber.

A few miles from East Aurora there is a brickyard, devoted to making face brick.

To my certain knowledge, the man who runs this brickyard paid three thousand dollars for a formula for making and burning these bricks.

He could have got the whole thing from his trade paper, gratis.

The man in business to-day who does not subscribe for and read his trade paper is as the yesterdays that were—tramping his way down to dusty death.

To succeed now, we need all the help we can get; and there is nobody and nothing in the round world that is as good and loyal a friend as the trade paper.

To join ranks with the trade paper subscribers is to link hands with the most positive force of our time, to become a well-drilled, well-informed citizen, radiating energy and power.

The primary need of this country is education—education in economics.

The very word "economics" throws a scare into some people.

They imagine it to be an exclusive subject, an abstruse question far beyond their comprehension.

Economics is simply the exercise of economy and common sense in the management of the affairs of life.

The trade paper is in the vanguard of education, for it is based on equity and honor.

Its object is to eliminate waste, to endow with the spirit of usefulness and endeavor.

Economics is not primarily a political questional propaganda.

Every field and condition, every phase of commercial activity, is touched and vitalized by its specialized publications.

Whether the subscriber be a printer constructing his ideas from cold type, a mason building for time, an ironworker materializing beautiful things from sheets of metal, a merchant marshaling his campaigns, a clerk at his desk or a salesman behind the counter, he will find that the suggestions and demonstrations given in his trade paper will increase his usefulness, his confidence and his power.

The trade paper is unquestionably the most reliable medium for the education of craftsman or business man.

It substitutes nerve and prosperity for nerv. pros.

It helps the subscriber to get rid of factory melancholia and the sad idea that everything is going to the bowwows.

To its pages he turns for counsel and is rewarded by sound, practical, intimate information.

The trade paper has a menu that is wholesome and strengthening. Wind pudding is tabooed.

Everything is carefully selected and presented in tabloid form. The trade paper is concentrated energy, ingenuity and brains.

Past masters in modern thought and methods control its policy and contribute to its pages.

It exemplifies unity, friendliness, counsel— the elimination of imperfections and perfection of ideas.

It is the criterion of progress, a court of appeal, and a friend and counselor in days of trial and trouble as well as in times of peace and progress.

The trade paper is your friend. Stand by it, and you will never, like Charles I., lose your head.

Famel's Syrup.

The Pharmazeutische Post gives the following formula for this syrup.

Calcium lactophosphate	25.00 parts
Cocaine hydrochloride	0.07 parts
Codeine	0.35 parts
Creosote	5.00 parts
Tincture of aconite	2.00 parts
Alcohol, 90 per cent.	30.00 parts
Oil of lemon	2.00 parts
Syrup, sufficient to make ...	1000.00 parts

A formidable preparation, indeed, and which should be dispensed only when ordered by a physician.

"What on earth shall I do with all this money I've inherited from my aunt ?"

"Invest it."

"Invest it ? But then there'll be still more of it !"

Corks and Your Reputation.

To the average consumer, who knows little or nothing of the cost of the ingredients or pharmaceutical skill required, the appearance of a prescription is a criterion of your professional ability. Consequently the effect of a poor cork is obvious. Unhappily, too, its influence extends farther than the impression made. After being removed from the bottle two or three times a poor cork breaks, and, like most mishaps, this usually occurs at the most inopportune moment. A highly provoked customer is the result, and your reputation for service suffers proportionately.

According to the Armstrong Cork Company, it was this that created the demand for a better grade of prescription corks, which they met with their Circle A Brand. Their view of the matter is that it's just as essential to put a good cork in a prescription as it is to put pills in boxes instead of envelopes, which would be cheaper—and the ever increasing sale of Circle A Corks seems to be conclusive proof that their opinion is correct. To stack your reputation for service against the difference in price between the best corks and the cheaper grades is giving mighty big odds. But even this wouldn't be so bad if it was a "sure thing" ; but it isn't. Sooner or later some customer, because of a broken cork, loses his temper and you lose his trade, and this leads to the question : Is the chance worth what you save ?

A "Safety First" Mixer.

Considerable trouble has been experienced by users of electric drink mixers from shocks caused by the operator's hands coming in contact with the exposed surface of wire, or in some cases through the metal parts of the machine. This is not only attended by inconvenience, but is also a source of no little danger in the way of burns, etc. The Wisconsin Electric Company, of Racine, Wis., have just placed a new mixer on the market so designed that the special feature is "Safety First."

"The Dumore" mixer is so constructed that all chance of shock is done away with, inasmuch as the switch knob, as well as the button on the agitator shaft, are made of a high grade insulation compound, and all parts of the motor properly insulated from the parts coming in contact with the operator's hands. "The Dumore" is very cleverly constructed, doing away with many of the awkward features of other machines, it being necessary only to lift the agitator in placing the glass with the drink to be mixed, instead of the entire motor. The parts are all standardized and interchangeable, and the base of machine when in operation is illumined, also the contents of the glass are lighted up, making a color effect which attracts much attention. We predict a sensational sale for this new machine.

Optical Department

Prescribing of Lenses.

(Copyrighted by the Royal College of Science.)

(Continued from previous issue)

Now there are a few things that should be remembered in connection with the prescribing of lenses. If your patient is accustomed to wearing glasses, you can always give a fuller correction than to one who is obtaining them for the first time.

In prescribing plus or convex lenses it is the general rule to give them a full correction, that is to say, up to three-quarters of the total correction, or in other words, give the strongest plus lens permissable, but on the other hand, when administering a concave correction, you will do just the opposite.

Your reason for doing this is as follows: In prescribing the convex lenses you are trying to relieve the eye from using so much accommodation, for you must remember that the hypermetropic eye can only see near things by the use of the accommodation powers, and if he were to relax all the accommodation at one time, the change would be so great that the eye could not withstand the results, but would cause the owner serious inconvenience, and the result would be that your patient would either return to you with a request for you to do your work properly, or go to some other refractionist, who, profiting from your mistake, would decrease the power of the lenses and get all the credit for improving the conditions which you should have obtained.

With myopia the conditions are altogether different. The patient can, as a rule, see things clearly close at hand, but cannot see objects at a distance at all. In this case you try to bring into play your patient's accommodative powers, and to do this you must cause the rays of light to diverge somewhat before entering the eye. The refractive power of the eye is too great and the rays of light come to a focus before they impinge on the retina, and the excess of this power must be neutralized with minus, and you use a minus lens of such a strength as is necessary for this purpose. Or, again, the axis of the eye may be too long, with the same result, giving you axial myopia, the correction for this being, as in the other case, a minus lens of the weakest power that will move the focus back to the retina and enable you to give him clear vision as close to 6-6 as possible.

On fitting cases with astigmatism, you have one important question to ask yourself before writing your prescription. This is: Is the astigmatism with or against the rule? If it is with the rule, that is to say, plus cylinder at 90 degrees or a minus cylinder at 180 degrees, a fairly full correction may be permitted, but if the axis of the plus cylinder is located at other than 90 degrees or the axis of the minus cylinder at a meridian other than 180 degrees, considerably less than a complete correction, and generally not more than ½ of the strength indicated, should be prescribed, but even this will vary to some extent in different cases. The following rule will serve as a guide:

If plus cylinders are given at axes 90 degrees or minus cylinders at axes 180 degrees, a fairly full correction may be given.

If the sum or difference of the two axes equals either 90 degrees or 180 degrees, give not more than 2-3 the full correction in the first instance. If the sum or difference of the two numbers does not equal 90 degrees or 180 degrees, give no more than 1-3 of the full correction, or at the very outside ½ of the full correction.

Now in putting up your work be very careful that the P.D. is correct, especially if strong lens is not so particular where plano cylinders are prescribed with the axis at 180 degrees, as in this case there is no power over that meridian.

In any other case great care must be exercised, for a slight displacement only brings on a prismatic condition which may cause your patient grave discomfort.

In putting up reading lenses in presbyopia, decrease your P. D. for 3 minus 6 m.m. and raise the crest of your bridge from 2 m.m. 5 m.m. from the figures given (unless the prescription shows that this has been done by marking them as reading lenses) to allow for the amount of convergence brought into play, and the natural tendency to turn the eyes downward for reading purposes.

Be sure your temples are sufficiently long to just comfortably go round the ears. If they are too short they will cause soreness and discomfort. If they are too long the glass will be continually slipping down and causing annoyance to your patient.

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PONTIAC, · MICHIGAN.

Trade Notes

W. E. Finley, of Carmangat, Alta., died on December 21st.

J. R. Giles succeeds Quinn & Giles, Ltd., Ottawa, Ont.

S. J. Farrell has opened a new business in Holden, Alta.

W. Simpson has succeeded A.E. Taylor, of Elk Lake, Ont.

L. Groh has opened a business in Strassburg, Sask.

J. Wright has opened a new business at Fielding, Sask.

Dr. Geddes has opened a drug store at Westlock, Alta.

L. G. Armstrong has disposed of his business at Irma, Alta.

Dr. L. Williams has opened a new drug store on Dufferin Street, Toronto.

F. Woodhull & Co., druggists, Asquith, Sask., suffered loss by fire.

Justin Trudel, Pennant, Sask., druggist, has moved to La Fleche.

W. C. Sweet, druggist, Ceylon, Sask., has been succeeded by Sweet & Brown.

Sproule & Harvey have opened a drug store in Calgary, Alta.

G. D. Reid, Toronto, has been succeeded by the Reid Drug Co., Limited.

D. A. Alguire, Cornwall, Ont., suffered a small loss by fire, but was insured.

Tamblyns, Ltd., have opened an additional drug store at 257 Avenue Road, Toronto.

H. S. Emny, druggist, Edmonton, Alta., had stock and fixtures destroyed by fire.

G. D. Reid has removed his business from Bloor St. to Logan Ave., Toronto.

Dr. Massicotte has started a drug business at Halkirk, Alta.

Dr. Munroe has succeeded Dr. Michel at Acme, Alta.

L. Joubert has succeeded the Glasgow Drug Hall, Montreal.

W. E. Taylor has succeeded the Battleford Drug Co., at Cut Knife, Sask.

C. H. Chestnut, Fredericton, N. B., suffered a loss by fire recently.

Mr. W. W. Emerson, recently of London, Ont., has started a business at 535 Dupont St., Toronto.

E. S. Auld, Sydney, N. S., suffered a loss by fire in December.

A. S. Ledi has purchased the Blairmore Pharmacy, Blairmore, Alta.

Gauthier & L'Esperance, druggists, have been registered in Montreal.

J. M. Whiting, of Toronto, is opening another branch store at 1370 St. Clair, West.

L. R. Gatenby succeeds Hawkins Ltd., Hamilton, Ont., in their market branch.

The Templeton Rheumatic Capsule Co., Ltd., has been incorporated, Toronto.

F. J. Long, recently of Gadsby, has opened a store at Vegreville, Alta.

J. McCoubrey, succeeds to the Shaunavon Drug Store, Shaunavon, Sask.

Combe & Moore, druggists, Melville, Sask., have sold their branch at Dubuc to C. James.

R. H. Nixon, Georgetown, Ont., has sold out.

J. R. Rastoul, Montreal, had his stock damaged by water.

Mr. Ephiram Prevost has purchased the drug business recently carried on by Dr. E. F. Emery, corner Laurier Avenue and Hutchinson St., Montreal. We wish Mr. Provost every success in his new venture.

Thank You.

How about that "Thank You," said to each customer as you finish each sale every day? Is it courteously and gracefully said? Is it said in a manner that makes the customers feel that you really appreciated their patronage, even though the amount of the purchase was only a small fraction of a dollar? Was it said in a manner that would make the customer want you to wait on her the next time she came to the store or to your department?

Of course, it is understood that at the finish of every sale you say "thank you" to the customer. The mere speaking of these words is not all that it should be. It is the expression of appreciation that is possible to accompany them, either in the tone of voice or in the facial expression, or both. A great deal of weight may be carried in these words, which will act as a magnet in drawing the customer to the store again. If you are careful to say "thank you," and every other salesman does the same, it will prove to be one of the store's most valuable assets.—Exchange.

Import Samples.

Buntin, Gillies & Co., Ltd., Hamilton, will show during the next few weeks import samples for Christmas, 1915. In their effort to keep "business as usual," they are carrying a larger and more complete range than ever before. Nothing but new goods is being shown, the line including the latest ideas in Papeteries, Greeting Cards and Novelties.

"You can always trust a piano manufacturer."

"Why so?"

"Because his products are both square and upright."

Formulary.

DROPS, HOFFMANN'S RED.

For the "red" Hoffmann's drops of Scandinavians, the following is to be dispensed :

Oil of amber, rectified	15	minims.
Oil of clove	25	minims.
Oil of cinnamon	25	minims.
Oil of lavender	25	minims.
Oil of mace	25	minims.
Peru balsam	40	gr.
Alkanet root	40	gr.
Alcohol	15½	fl. ounces

Mix, macerate for several days and filter.—National Druggist.

SAPONATED IODINE SOLUTIONS.

The present formulas are not entirely satisfactory, and the following have been suggested for the fourth edition of the National Formulary · (Practical Druggist).

IODINE PETROXOLIN.

Iodine	10 Gms.
Oleic Acid	40 Gms.
Alcohol	20 Gms.
Liquid petrolatum	23 Gms.
Oil Lavender Flowers	2 Gms.
Stronger Ammonia Water	5 Gms.

Reduce the iodine to a coarse powder by trituration in a glass mortar ; transfer it to a suitable flask, and add the alcohol and the oleic acid. Agitate the contents of the flask until the iodine is dissolved. Then add the oil of lavender flowers and the liquid petrolatum ; mix the liquids ; and finally introduce the stronger ammonia water and shake the mixture until a clear solution results.

DILUTED IODINE PETROXOLIN.

Iodine Petroxolin	50 Gms.
Liquid Petroxolin	50 Gms.

Mix them.

ALTERNATE FORMULA.

Iodine, in coarse powder	5 Gms.
Liquid Petroxolin	95 Gms.

Dissolve the iodine by agitation with the liquid petroxolin in a stoppered bottle.

LIQUID PETROXOLIN.

Liquid Petrolatum	50 Gms.
Oleic Acid	28 Gms.
Oil Lavender Flowers	2 Gms.
Stronger Ammonia Water	5 Gms.
Alcohol	15 Gms.

Mix the liquid petrolatum and the oleic acid in a flask ; add the alcohol and then the stronger ammonia water ; and warm the mixture on a water bath, with frequent agitation, until it becomes clear. Lastly, add the oil of lavender flowers, and mix thoroughly.

Snatched from the Brink of Ruin.

I got out of the drug business because something happened that nearly turned my hair gray," said the sallow-complexioned man.

Of course the other man said, "Tell us about it."

"I used to sleep in the store," said the sallow man, obligingly, "and often I had to answer night calls. One night I was awakened from a deep sleep by somebody persistently ringing the door bell.

"I found a small boy at the door, and he handed me a prescription. I was so sleepy that I could hardly see, but I filled the prescription. The boy paid me and hastened away.

"When I went to replace the bottles I had taken from the shelves my eyes were open a little wider than in the opening stages of my wakefulness, and I was horrified to find that instead of taking down the bottle of tincture of orange I had used the next bottle, a deadly poison.

"I flew out of the door and looked up and down the street. The boy had disappeared. I had never seen him before and did not know for whom the medicine was.

"I entered the store and paced up and down the floor. My hair stood on end. I saw my victim in all the agony of aconite poisoning. I saw the pale face of death : I saw the family vowing vengeance.

"My heart thumped furiously as I heard hastening footsteps. I peered through the window and saw the boy who had bought the prescription. The bottle was gone. My only hope was shattered. With a trembling hand I opened the door, prepared to hear the worst.

"The lad stood hesitating. Tears were in his eyes. I dared not speak.

" 'P—please, mister," he stammered, 'I ran so fast I fell and broke the bottle."

Druggists Claim Municipal Honors.

T. T. Beattie, who conducts two drug stores in Ottawa, was elected an alderman in Dalhousie Ward of that city. Druggists who were elected councillors in their respective municipalities in Ontario included :

S. S. Tripp, Arnprior.
W. H. A. Semple, Cobourg.
Thos. H. Ralph, Dundas.
W. J. Campbell, Niagara-on-the-Lake.
Wm. J. Tuck, Weston.
W. T. Kingston, Cardinal.
E. R. Wigle, Goderich.
Victor S. Campbell, Hepworth.

Among the druggists who were elected school trustees at the recent elections were : D. A. Watson, of Thamesville ; W. J. B. Davidson, of Port Hope, and H. Cooke, of Orillia.

Be Patriotic

Advertise your goods in the Canadian Druggist, the old reliable journal. For 26 years we have stood the test. Some of our advertisers have been with us for 26 years and are still advertising. They know the value of this Journal.

Why not give us a trial? This space will cost you $25.00 for three months.

The Canadian Druggist

Dineen Bldg. - - Toronto

Pepto-Mangan (Gude)
(Reg. U. S. & Pat. Off.)

the one and only absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

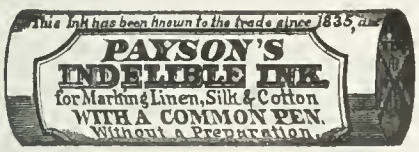
M. J. Breitenbach Co., New York, U. S. A.

The Consolidated Fruit Jar Co.
New Brunswick, N. J.

—MANUFACTURERS OF—
Sprinkler Tops,
Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Plain & Decorated Collapsible Tubes,
All kinds of cast metal goods.

Sole Manufrs. of Drummond Pat. Closed Tube

WRITE FOR PRICES


This Ink has been known to the trade since 1835, as
PAYSON'S
INDELIBLE INK
for Marking Linen, Silk & Cotton
WITH A COMMON PEN.
Without a Preparation

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

Specially Suitable for the Canadian Climate

BEETHAM'S
La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Wind and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. **It will keep the skin in a perfect condition during the coldest winter**

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
(Through Any of the Wholesale Houses

TRAVELERS' EDITIONS

DUN'S REFERENCE BOOKS

now ready for delivery, bound in following Districts and Combinations:

Ontario Province
Quebec Province
Maritime Provinces
Western Provinces
Ontario and West
Ontario and Quebec
Quebec and Maritime Provinces
Dominion

It is always important to supply your representative with the latest editions—more so than usual this year—a single deleted name may save him hours of time and dollars of expense. A new name may mean a valuable account opened.

R. G. DUN & Company

Dominion Bank Building, - TORONTO

The Martin, Bole & Wynne Co., Lt'd.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

Drug Shelf Bottles with Glass Labels

FOR SALE

6	5-12 doz	4 oz	Glass Stoppered Salt Mouth-Glass Label,	$1.75
2	5-12 "	pint	" " " " "	2.75
3	"	quart	" " " " "	3.50
9	"	4 oz	" " Tincture " "	1.75
2	"	pint	" " " " "	2.75
5	2-3 "	quart	" " " " "	3.50
3-4	"		Glass Shelf Jars	1.50

TERMS—Net cash, f.o.b. warehouse, Toronto.

The Lyman Bros. & Co. Limited, Toronto

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc,. 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

Druggists and clerks ! Send for our sanitary Label Moistener, 25c. postpaid. Your money refunded if it is not just what you have been looking for. J. P. McKelvie, 9 Dineen Bldg., Toronto, Ontario.

DRUG BUSINESS WANTED

Drug business wanted showing a substantial profit with or without a good side line. A good live Ontario town preferred. Apply Box 90 Canadian Druggist, Toronto.

DRUGGIST SUNDRIES AND SURGICAL INSTRUMENTS.

Position required in Canada as manager, buyer, etc. The advertiser has for many years controlled the entire output of this line for a very large and well known business in England. Apply H. C. E. 158 Clapham Park Road, London, England.

FOR SALE.

Drug business, in Western Ontario town. Stock en. Good side line, small expense, in best farming districts in Ontario. Box 101, Canadian Druggist. and fixtures $3,500, sales $6,300. Stock just tak-

Two thousand dollars buys interest in one of the best paying drug stores. Good chance for a young man. Manager before long if capable. Best references. Box 312, Nelson, B.C.

One or two good lines on a commission basis for Province of Nova Scotia by Traveler having first-class connection with druggists, grocers and general store trade. Write Box 20, Canadian Druggist.

FOR SALE—SNAP.

Drug business in good Northern Alberta town, C.P.R. divisional point. Full prices. Crops A1. Established six years. Stock and fixtures $1000. Address P.O. box 89, Hardisty, Alta.

Like Bad Odors.

Two members of the French Academy of Science prepared strips of papers with "cultures" of the germs of typhoid fever, diphtheria, etc., and placed them in flasks, some of which were filled with pure air, while in others was placed decaying animal matter. After 24 hours these strips were taken out and used to raise germ colonies. It was found in every case that the germs that had been exposed to the bad odors grew better than the others.

"Atkins," said the sergeant angrily, "why haven't you shaved this morning ?"

"Ain't I shaved ?" asked Atkins, in apparent surprise.

"No, you're not," insisted the sergeant; "and I want to know why."

"Well, you see, sergeant," replied the soldier, "there was a dozen of us using the same mirror, and I must have shaved some other man."— New York Mail.

"How is it you were so long over your work to-day ?" she asked.

"Sure, ma'am," replied the servant, "you were watching me most of the time."

Death of Mr. Geo. Merrell.

The following tribute was paid to the late Mr. Merrell by the editor of the Western Druggist.

Geo. Merrell, President of the Merrell Chemical Company, the oldest pharmaceutical house in the country, passed into the higher life at his residence, The Navarre, Cincinnati, at 7.30 p.m., Saturday, December 12, 1914.

It is difficult to speak of him as his manly, gentle nature deserves, while the shock of death weighs heavily and the pulling at the heart strings bids tears to flow and makes eulogies tame and almost mockeries. A prince hath fallen in Israel ; a sunny nature stilled in the shadow of death, a sterling friend has been stricken down—the alert business man, the upright citizen, the unselfish father, the gentleman, the manly man—is dead.

Wm. Stanley Merrell, A.M., M.D., the father of George Merrell, was born in New Durham, Green County, New York, January 8, 1798. He received common school education, and at sixteen he left home on horseback on a long journey to Pittsburg, then down to Ohio, a journey in those days rich in adventure and not free from peril. His objective point was Cincinnati, where he expected to become the adopted son of Major William Stanley, his uncle, a man of large means, and at that time mayor of the prosperous little city.

Buffalo College of Pharmacy.

The 27th annual meeting and banquet of the Alumi Association of the Buffalo College of Pharmacy was held at Hotel Statler on Wedneshay evening, January 27th.

Mr. John A. Dixon, Inspector of State Board of Pharmacy, gave a very instructive talk on "Anti-Narcotic Restrictions."

Officers elected for the ensuing year were :
President—R. F. Morgan.
1st Vice-Pres.—P. M. Burgdorf.
2nd Vice-Pres.—F. Young.
3rd Vice-Pres.—A. H. Rodder.
Secretary—W. E. Lemon.
Treasurer—C. H. Ganger.
Historian—Miss Robinson.

Executive Committee— R. H. Ingersoll, chairman ; E. B. Blight and A. Bert Lemon.

Stock Taking.

Stock taking in the drug store forms a very necessary part of any retail drug business. "I know of nothing," said a proprietor of a large drug store the other day, "that hinders a business so much as neglecting to take a correct inventory of your goods at least once a year."

Some druggists think that because they have a small store, stock-taking is practically unnecessary. This is a huge mistake. It is just as necessary as in a large store.

Your stock-taking should be planned out and executed in a methodical way. If not you will be as badly off when you have finished as when you started. The way is to plan it out carefully ; make up your mind WHEN you will start, and HOW you will start, and WHERE you will start, then go ahead. Don't go over your work twice. You will get tired and disgusted, and eventually you will skip your work. Don't forget these pointers. I have tried it.

Into the New Year.

The year end holiday season has passed, for many of us quite like other Yuletides, and with some of us differently. The real tragedy of war has so far touched us but lightly ; there may have been some vacant chairs, still we are thankful that the bitter wail of nevermore does not as yet reach us. In some cases the soldier boys were home for the holiday season, a bit more like real soldiers than when they went away, but just a little more stirring to the family pride on that account. In other homes the thoughts were all for the boys across the sea, or on the sea. And, as we said, at the outset, in many homes the family circle was just the same as usual, and with the cheer of Christmas time it seemed hard to realize that so much bitterness and strife and wrong were dominating the world's affairs.

Now we are fairly on the road of 1915, now we must face bravely what the year may bring. We can scarcely hope to keep the dread spectre of nevermore away from all of us until another Christmas tide. Some will have their cup of sorrow filled to the brim in this new year, some of our boys must go down, bravely, sacrificing their lives on the altar of their country. This is the great thought that wrings forth the cry : "God pity us all, and give us a heart of true courage."

Many may face serious business perplexities in the coming months. We will need the heart of true courage for this, and the mind calm and resolute, to overcome every difficulty. If we have a measure of prosperity, we must accompany it with a greater charity toward those who are not so fortunate. We must all stick to business and cultivate that " intentness upon business which is with men to be valued equal to that force which in water makes a stream." Our truest sense of patriotism will rest in doing our utmost, our highest loyalty in following strictly the path of duty.

We are all in the grip of a great necessity, and to quote Sir Walter Scott : "Necessity, my friend, is the mother of courage as of invention." So, for the year, our greatest need will be courage, both at home and abroad. Let us hope that in the exercise of a worthy courage we may surmount all fear, both for the present and the future, both for the affairs of war, terrible as they are, and the affairs of business, necessitous as they may prove. May our hopes be more than realized, and our fears, in realization, less than we anticipate.

Prices Current and Index of New Remedies

Prices given below are actual values for small quantities ruling in the Canadian Market to-day. Quotations are subject to change without notice. Physicians must expect to pay an advance on prices reported, since these values are actually charged to the trade, and do not cover expenses of any kind.

Acetamide, oz. ..... $ 0 60
Acetone, C. P., lb. 50
" Commercial, lb. 35
Acid, Acetic, B.P., lb. 15
" Acetic, 99½ per cent., lb. 50
" Acetyl, Salic, oz. 25
" Arsenious (Arsenic), lb. 12
" " (pure), oz. 10
" " (Red Lump), oz. ... 05
" Benzoic, from Gum, oz. 40
" Benzoic, from Toluol, oz. 15
" Boracic Crystals, lb. 12
" Boracic Pulv., lb. 13
" Butyric, oz. 25
" Cacodylic, 5 gr. bot. each 50
" Camphoric, oz. 70
" Capronic, oz. 5 00
" Carbolic, 1 lb. bots. 65
" Carbolic, 5 lb. tins, lb. 60
" Carbolic, 10 lb. tins, lb. 59
" Carbolic, crude, opt., gal. 1 00
" Carbolic, crude, Com'l gal. 75
" Cetraric, 15 gr. bot., each 1 00
" Chloracetic, oz. 50
" Chromic, Pure Cryst., oz. 25
" " Highly Pure, Cryst., oz. 36
" Crysophanic, oz. 40
" Cinnamic, oz. 40
" Citric, lb. 1 00
" Citric, Pulv., lb. 1 00
" Cresylin, oz. 25
" Dichloracetic, oz. 1 00
" Fluoric, 1 lb. bots. each 1 00
" Fluoric, ½ lb bots., each 60
" Fluoric, ¼ lb bots., each, ... 35
" Fluoric, oz. 10
" Fluoric, C.P., lb. 1 40
" Formic, 1-20 oz. 15
" Fumaric, oz. 2 00
" Gallic, oz. 18
" Glycerine, phosphoric, oz. 30
" Hydriodic, oz. 50
" Hydrobromic, lb. 30
" Hydro-Silico Fluoric, oz. 10 00
" Hypophosphorus, oz. 10
" Iodic, oz. 1 20
" Lactic, concentrated, oz. 15
" Mallic, oz. 1 20
" Meconic, oz. 2 00
" Molybdic, pure, oz. 35
" " extra pure, oz. 40
" Monochlor, acetic, oz. 25
" Muriatic, Com'l, lb. 06
" Muriatic, C.P., lb. 20
" Nitric, Com'l., lb. 1–
" Nitric, C.P., 1 lb. 25
" Nitrous, lb., ... 30
" Oleic, oz. 10
" Osmic, 1 gramme tubes, each 2 40
" Oxalic, lb. 30
" Oxalic, Pulv., lb. 35
" Oxalic, C.P., lb. 75
" Perchloric, oz. 30
" Phosphoric, concent., 1500, lb. 75
" Phosphoric, Dil., lb. 20
" Phosphoric, Glacial, oz. 20
" Phosphoric, Syrupy, 1750, lb. 85
" Phosphoric, 1-12 oz. 20
Acid, Prussic, g.s., bots., doz. 1 50
" Pyrogallic, Merck's, oz. 30
" Pyrogallic, Shering's, oz. 32
" Pyroligenous, lb. 12
" Rosolic, oz. 30
Acid, Salicylic, lb. 1 15
" Salicylic, natural, oz. 50
" Silicic, natural, oz. 20
" Silicic, wet, process dried, oz. 25
" Succinic, oz. 35
" Sulphanilic, oz. 30
" Sulph. Aromat., lb. 80
" Sulphocarbolic, oz. 20
" Sulphor, ricinic, oz. 50
" Sulph, Com'l, lb. 00
" Sulph, C.P., lb. 20
" Sulpho—Oleic., oz. 2 40
" Sulphurous, lb. 12
" Stearic, oz. 35
" Tannic, lb. 1 25
" Tartaric, Cryst., lb. 60
" Tartaric, Pulv., lb. 61
" Tartaric, C. P., Cryst., lb. 85
" Tartaric, C.P., Pulv., lb. 85
" Trichloracetic, oz. 40
" Tungstic, oz. 55
" Uric, oz. 55
" Valerianic, oz. 20
Aconi, 1 gramme each 50
Aconitine, Pure Amorph, 2 gram ea 10
Adeps Lanae, Hydrous, lb. 60
Adnrol, 25 gramme packets, each ... 75
Agathin, 25 grammes, ea. 3 50
Airol, 25 grammes, ea. 75
Albumen, from egg, oz. 15
Albumen, from blood, oz. 10
Alcohol, gallon 6 15
" Absolute, lb. 2 60
" Amylic, C. P., lb. 2 00
" Columbian, Spt., gall. 2 90
" Ethylic, Deodor, lb. 90
" Methylic, C. P., lb. 1 10
" Methylated, gal. 1 25
" Wood, gal. 1 05
Aldehyde, oz. 10
Alkannin, oz. 75
Almonds, bitter, lb. 60
Almond Meal, lb. 60
Aloin, oz. 15
Alum, lb. 05
" Ammoniated, lb. 20
" Chrome, lb. 25
" Potash, lb. 05
" Pulv., lb. 25
Aluminium, coarse powder, oz. 25
" Acetate, oz. 30
" Acetotartrate, oz. 30
" Bromide, oz. 50
" Chloride, pure, oz. 10
" Metal, oz. 15
" Nitrate, pure, oz. 10
" Oxide, pure, oz. 15
" Sulphate, pure, oz. 10
Alumnol, oz. 50
Alypin, 16 gr. bot., each 25
Ambergris, gr. 12
Amidol, oz. 55
Ammonal, oz. 1 50
Ammonium Acetate, oz. 12
" Benzoate, oz. 20
" Bichromate, oz. 10
" Borate, oz. 20
" Bicarbonate, oz., ... 15
" Bisulphite, oz. 25
" Bromide, lb. 1 20
" Carbonate, lb. 20
" " C. P., Howard's, lb. 75
" " C. P., Merck's, lb. 45
" Carbonate, Powd., lb. 22
" Fluoride, oz. 10
" Glycerophosphate, oz. 35
" Hypophosphite, oz. 20
" Hyposulphite, oz. 20
" Iodide, oz. 55
" Liquor, fort, lb. 12
" Molybdate, oz. 35
" Muriate, lump, lb. 17
Ammonium Muriate, Gran., lb. 12
" " C. P., lb. 26
" Nitrate, Com'l, lb. 35
" Nitrate, C.P., oz. 10
" Nitrite, oz. 20
" Oxalate, oz. 12
" Persulphate, oz. 12
" Phosphate, pure, oz. 10
" Salicylate, oz. 12
" Succinate, oz. 55
" Sulphate, Com'l, lb. 8
" " Pure, oz. 10
" Sulphate, oz. 10
" Sulphide, Pure Cryst., oz. 90
" Sulphite, oz. 12
" Sulphocyanide, oz. 10
" Tartrate, neutral, oz. 12
" Valerianate, oz. 55
" Vandate, oz. 90
Amyl, Acetate Oxide, oz. 10
" Butyrate, oz. 20
" Formate, oz. 25
" Nitrate, oz. 22
" Nitrite, oz. 22
" Valerianic, oz. 20
Anaesthesin, 25 grm. pkgs., ea. 3 80
Amylene Hydrate, oz. 55
Anethol, oz. 60
Aniline, pure, oz. 10
" Sulphate, oz. 15
Anisol, oz. 50
Anthracene, purified, oz. 30
Antifebrine, lb. 1 00
Antikamnia, oz. 1 35
" Vest pocket box, doz. 2 75
Antimony, metal, oz. 10
" Pulv., pure, lb. 18
" Arsenate, oz. 25
" Chloride, oz. 15
" Liver (crocus), lb. 35
" Oxysulph (Sulph. Precid.) lb. 50
" Oxide, White (Acid Antimonic) oz 10
" Sulphate, oz. 25
" Sulphide, Black, lb. 85
" " (Golden) oz. 10
" Tart. Pulv. (Tartar Emetic) lb 40
Antimosin, oz. 2 25
Antipyrine, Knorrs, oz. 1 00
" Salicylate, oz. 45
Antisposmine, 15 grm. bots., each. 70
Antitoxine, Neuralgic, oz. 1 20
Antithyreodine, bots. 10 c.c. each 2 25
Apiol, green, oz. 55
Apocodeine, Hydrochlor, 1 gr. bots. each 25
Apolysine, oz. 90
Apomorphia, Muriate, oz. 14 00
Arbutin, Crystals, oz. 1 25
Areca, Nuts, lb. 25
" Nuts, Pulv., lb. 35
Arecoline, Hydrobrom. 15 gr. bot. ea 60
Argentamine, oz. 70
Argentum Crude (Collargolum) oz. 1 50
Argonine, oz. 90
Argyrol 2 10
Aristochin (Bayers), ... 3 00
Aristol, (Bayers), oz. 2 10
Arrowroot, Bermuda, lb. 80
" Com., lb. 22
Arsenic, Metal, oz. 20
" Bromide, oz. 25
" Chloride, oz. 75
" Iodide, oz. 55
" Sulphide, Red (Realgar), oz. 20
Aseptol, oz. 25
Ashes, Pearl, lb. 12
" Pot., lb. 25
Asparagin, oz. 1 10
Asphaltum, lb. 13
Aspirin, oz. 65
Atophan, Powder, oz. 2 10

Atophan Tablets, tubes of 20, ea.. 1 00
Atropia, pure, oz. 25 00
" Sulphate, oz. 29 25
Balsam, Canada, lb. 1 25
" Copaiba, Eng., lb. 95
" Copaiba, Amer., lb..... 85
" Peru, oz..... 20
" Sulphur, lb. 30
" Tolu, oz..... 10
Bark, Ash, Prickly, lb. 35
" Angustura, lb. 75
" Bayberry, lb..... 18
" Canella, lb. 25
" Cascara, lb. 20
" Cascarilla, lb. 45
" Cherry, Black, lb. 15
" Coto, lb., ... 1 40
" Cotton Root, lb. 20
" Condurango, lb. 35
" Elm, lb. 35
" Hemlock, lb. 10
" Mezereon, lb. 40
" Peruvian, Red, lb. 45
" Peruvian, Yellow, lb. 40
" Pomegranate, lb. 60
" Poplar, lb. 13
" Sassafras, lb. 27
" Soap, lb. 30
" Tamarac, lb. 20
" Wahoo, lb. 60
" Witch Hazel, ... 15
" White Pine, lb. 12
Barium, Acetate, oz. 25
" Bromide, oz. 50
" Carbonate, pure, lb. 90
" Chlorate, oz. 40
" Chloride, Com'l., lb..... 20
" Chloride, pure, lb. 75
" Metal, 2 c.c. tubes, each ... 7 00
" Nitrate, oz. 10
" Oxide Hydrate, Com'l, oz. 10
" Oxide Hydrate, Pure Cryst, oz 15
" Peroxide Anhydrous, Pure, oz. 5
" Peroxide, Com'l., lb. 85
" Phosphate, oz. 20
" Sulph. Precip., oz. 5
" Sulphide, pure, oz. 10
Beans, Calabar, oz..... 8
" Tonquin, oz. 40
" Vanilla, Mexican, oz. 50
" " Bourbon, oz. 45
Berberine, Muriate, oz. 1 60
Berberine, Sulph., oz..... 1 60
Benzole, lb. 75
Benzoinal, lb. 2 30
Benzosol, oz..... 1 30
Benzyl, Chloride, com., oz. 20
" Chloride, pure, oz. 30
Berries, Buckthorn, lb. 30
" Coculus, Indicus, lb. 18
" Cubebs, lb. 1 00
" French, lb. 20
" Juniper, lb. 12
" Laurel, lb. 15
" Prickly Ash, lb. 60
" Poke, lb. 25
" Saw Palmetto, lb. 40
Betol, oz. 90
Bismuth Ammon. Citrate, oz. 40
" Benzoate, oz. 35
" Betanaptbol, oz. 35
" Bromide, oz. 50
" Carb., lb. 4 25
" Citrate, oz. 30
" Lactate, oz. 35
" Liquor, lb. 45
" Metal, oz. 20
" Nitrate, Crystals, oz. 25
" Oxalate, oz. 35
" Oxide, oz. 35
" Oxychloride, oz. 30
" Oxynitrate, oz. 30
" Phosphate, oz. 35
" Salicylate, oz. 35
" Subgallate, oz. 30
" Subiodide, oz. 45
Bismuth, Subnitrate, lb. 3 80
" Tribromphenol (Xereform) 75
" Trichloride, Crystal, oz..... 50
" Valerianate, oz. 40
Bole, Armenia, lb. 7
Borax, C.P., Cryst., lb. 50
" C. P., Pulb., lb. 60
" Cryst.,lb. 8
" Pulv., lb. 8
" Glass, lb. 25
Boric, Hydroxide, oz. 20
Boroglycerine, oz. 10
Bromine, oz. 15
" C. P., oz. 35
" Chloride, oz. 50
Bromipin, ¼ lb., lb. 3 25
" Tablets, box of 25 each 65
Bromoform, oz. 40
Bromural, oz. 1 90
Broomtops, lb. 30
Buckthorn, Juice, lb. 50
Cadmium, oz. 20
" Bromide, oz. 20
" Chloride, oz. 25
" Iodide, oz. 50
" Nitrate, oz. 35
" Oxide, oz. 30
" Phosphate, oz. 60
" Sulphate, oz. 30
" Sulphide, oz. 30
Caffeine, oz. 45
" Arseniate, ⅛ oz. each 20
" Benzoate, ⅛ oz. each 10
" Citrate, oz. 30
" Hydrobromide, oz. 30
" Hydrochloride, oz. 30
" Salicylate, oz. 55
" and Soda Benzoate, oz. 60
" Valerianate, ⅛th, oz. each ... 20
Calamine, prepared, lb. 10
Calcium, Metal, oz. 1 00
" Acetate, oz. 12
" Arseniate, oz. 15
" Bromide, oz. 15
" Carbide, lb. 15
" Carbonate, Pure 30
" " Precip., lb. 10
" " Prepared, lb. 6
" Chlorate, oz. 35
" Chloride, Com'l, lb. 30
" Chloride, pure, lb. 65
" Fluoride, oz. 13
" Glycerophosphate, oz. 20
" Hydrate, Pure Crystal, oz. ... 15
" Hypophos, oz. 13
" Hyposulphite, oz. 15
" Iodide, oz. 40
" Lactate, oz. 12
" Lactophosphate, oz. 20
" Nitrate, oz. 12
" Oxalate, pure, oz. 10
" Peroxide, oz. 25
" Phos. Precip., oz. 20
" Phosphide, oz. 45
" Saccharate, oz. 15
" Silicate, oz. 10
" Salicylate, oz. 18
" Sulphate, Precip., oz. 10
" Sulphide, oz. 30
" Sulphite, oz. 15
" Sulphocarb., oz. 12
Camphor, in bells, lb. 70
" ¼ blocks, lb. 71
" oz. blocks, lb. 75
" ½ oz. blocks, lb. 80
" Powdered, lb. 90
" Monobromide, oz. 30
Cannabine Tannate, 15-gr. tubes, ea 25
Cantharides, whole, Chinese, lb.... 4 15
" Powder, Chinese, lb. 4 25
" Whole, Russian, lb. 6 65
" Powder, Russian, lb. 6 75
Canthardin, 5 gr. tube, each 85
Carbon, Bisulph, lb. 20
" Tetrachloride, oz. 5
Caseine, oz. 10
Castoreum, oz. 1 25
Celloidin, oz. 1 50
Cerium, nitrate, oz. 20
" Oxalate, oz. 10
" Sulphate, oz. 25
Chalk, French lump, lb. 30
" French, powd., lb. 6
Chiretta, lb. 55
Chloralamid, oz. 80
Chloral, Caffein, oz. 1 50
" Hydrate, lb. 2 25
" Hydrocyanate, ⅛th oz., each ... 20
Chloralose, ⅛th, each 45
Chloroform, D. & F., blue label, lb. 1 25
" D. & F., pure, lb. 2 50
" D. & F. Methyl, lb. 1 25
" German, lb. 60
" Lyman's, lb. 85
" Smith's lb. 1 00
Chlorophyl, for spirits, oz. 45
" for oils, oz. 45
" for water, oz. 45
Chromium, Acetate, oz. 25
" Carbonate, oz. 50
" Chloride, soluble, oz. 1 20
" Chloride Solution, oz. 15
" Nitrate, oz. 30
" Oxide, oz. 10
" Powdered, oz. 30
" Sulphate, oz. 10
Chrysarobin, (see Acid Chyrsophanic)
Cinchonine, Muriate, oz. 30
" Pure Crystal, oz. 30
" Salicylate, oz. 50
" Sulphate, oz. 18
Cinchonidia, Sulph, oz..... 40
Cinchonidine, pure, Cryst., oz. 50
" Hydrochlor., oz. 55
Citarin, oz. 90
Citrophen, 25 gr. pkt., each 90
Cobalt, oz. 50
" Chloride, oz. 20
" Metallic Powder, oz. 50
" Nitrate, oz. 25
" Oxide, oz. 18
" Sulphate, oz. 20
Cocaine, Alkaloid, oz. 8 00
" Nitrate, ⅛th oz., each 1 30
" Muriate, oz. 4 25
" Oleate, 5 per cent. oz. 1 05
" Salicylate, 5 gr. tubes, each. 80
Cochineal, lb. 1 20
" Pulv., lb. 1 35
Cocoa Butter, lb. 60
Codeia Cryst., oz. 7 75
" Citrate, ⅛th oz., ea 50
" Hydrochlor, oz. 7 00
" Phosphate, oz. 6 75
" Sulphate, oz. 7 25
Colchicin, C.P., Cryst.,15-gr.bot.ea. 1 50
Colocynth, Apple, lb. 1 15
" Pulv., lb. 1 25
Collodion, lb. 75
" Canthar, oz. 15
" Flexible, oz. 10
" Styptic, oz. 15
Coloring, Brandy, lb. 15
" Cochineal, lb. 85
Confect. Aromat., lb. 60
" Opium, lb. 75
" Roses, lb. 70
" Senna, lb. 50
" Sulphur, lb. 40
Coniine, Alkaloid, oz. 8 00
Convallamarin, 15 gr. bot., each ... 35
Convallarin, 15 gr. bot., each 35
Copper, Acetate, pure, oz. 10
" Arseniate, oz. 15
" Aluminated, oz. 10
" Ammoniated, oz. 10
" Ammonia, Sulph., lb. 75
" Ashes, lb., ... 35
" Bromide, oz. 30
" Carbonate, lb. 30
" Chloride, Bi., oz. 10
" Citrate, oz. 25

Copper, Cyanide, oz. 15
" Filings, oz. 15
" Foil, oz. 15
" Gauze, oz. 40
" Metal, oz. 15
" Nitrate, oz. 15
" Oxalate, oz. 12
" Oxide, black, oz. 10
" Oxide, red, oz. 15
" Oxyacetate, oz. 10
" Potass. Chloride, oz. 10
" Shot, oz. 10
" Sulphide, oz. 20
" Sulphate, Com'l, lb. 12
" Sulphate, pure, lb. 20
" Tartrate, oz. 15
" Trimmings, oz. 10
" Wire, oz. 10
Coryfin, oz. 2 25
Cotoin, True, 5 gr. bot., each..... 30
Cowhage, oz..... 1 00
Cornutine, Citrate, 5-gr. bot., each 3 25
Creosote, B.W., lb. 1 75
" C. P., White, lb. 1 25
" Carb., oz. 50
" Valerianate, oz. 40
Cresalol, Para, oz. 1 75
Crocus, Martis, lb. 30
Croton, Chloral, oz. 65
Cubebine, oz. 5 00
Cumarin, oz. 75
Cuttle Fish bone, lb. 50
" Powd., lb. 55
Daturnine, Pure, 5 gr. bot., each. 80
" Hydrochlor, 5 gr. bot., each. 75
" Sulphate, 5 gr. bot., each..... 75
Decoct. Aloes Co., lb. 40
" Sarsa, lb. 45
Delphinine, 15 gr. bot., each 65
Diabetin, 100 grammes for 2 00
Diacetyl, Morphine, oz. 6 50
Diaphtherine, oz. 75
Diapente, lb. 25
Diastase, Malt, oz. 55
Digipuratum, Tablets, tube of 20,ea. 60
" Powder, oz. 1 70
Digitalin, Amorph., grain 4
" German, pure, 1 oz. 9 50
" Digitine, pure, 5 gr. tube, each 40
Digitoxin, Cryst., 1 gr. tubes, each 95
Dimethyl-Amidobenzaldehyde, oz. 30
Dionin, 15-gr. tube, each 1 10
Diphenylamine, oz. 30
Di—Thymol—Iodide, oz. 50
Diuretin, Knoll, oz..... 1 75
" Merck's (Theobromine and Soda Salicyl), oz. 55
Dormiol, Solution, 100 grm. bot., ea 1 25
Duboisine, Sulph, gr., each 65
Edinol, powd., oz. 75
Eikonogen, oz. 37
Elaterium, ⅛ oz. bot., each 30
Elaterin, Cryst., 15 gr. bot., each 1 00
Emetine, Alkaloid, 5 grn. bot., ea.. 60
" Resinoid, oz. 6 50
Epicarin, Veterinary, oz. 90
" Pure, oz. 90
Ergot, lb. 2 00
" Pulv., lb. 2 25
Ergotine, Bonjeau, oz. 50
Erythrol Tetranitrate Tablets,bots. of 50, each 1 50
Erythrosin, oz 60
Erythrophleine, Hydrochlor, grn. ... 25
Eserine, C.P., 5 gr. tube, each.... 1 80
" C.P., 2 gr. tube, each 1 10
" C.P., 3 gr. tube, each 1 30
" Citrate, tube, each 1 50
" Hydrobromate, tube, each ... 2 00
" Hydrochlorate, tube, each 1 50
" Nitrate, tube, each 1 50
" Pilocarpine, 3 gr. tubes, each 1 10
" Salicylate, 5 gr. tubes, ea. ... 75
" Sulphate, 5 gr. tubes, each ... 65
Ether, Sulph., German, lb. 35
" Sulph., Squibbs, ¼ lbs., lb. ... 1 40
Ether Valerianate, oz. 35
Ethylene, Bromide, oz. 60
" Chloride, oz. 50
Ethyl, Bromide, oz. 60
" Butyrate, oz., ... 15
" Formate, oz. 20
" Iodide, oz. 55
Eucaine, B., ⅛th oz., each 60
Eucalyptol, oz. 15
Eudoxine, oz. 3 50
Eugenol, oz. 50
Eumenol oz. 50
Euonymin, oz. 70
Euphorin, oz. 1 00
Euresol, oz. 1 00
Europhen, oz. 2 10
Exalgine, 25 grs., ea. 1 50
Exodin Tablets, ½ gramme each (boxes of 10 tablets), box..... 50
Ferratin, oz. 1 25
Ferropyrine, oz. 1 40
Fibrolysin, tube, each 20
Flowers, Arnica, lb. 40
" Chamomile, German, lb. 65
" " Roman, lb. 60
" Calendula, lb. 80
" Elder, lb. 35
" Lavender, lb. 45
" Rose, oz. 20
Formaldehyde, lb. 18
Formaline, Scherings, lb. 65
" Pastilles, box of 20, ea. 30
" Lamps, Scherings, ea. 1 75
" Dusting Powder, in ½ lb. 85
Formin, oz. 10
Formol, lb. 50
Fluor Spar, powd., lb. 12
Fluorescein, oz. 50
Fuller's Earth, lb. 10
" Powd. 6
Gaduol, oz. 30
Galena, oz. 10
Gallanol, oz. 45
Gallicin, oz. 60
Gallobromal, oz. 60
Galls, powd., lb. 40
Garlic, lb. 30
Gelanthum, ½ kilos, ea. 85
Gelatine, for Hypodermic use, 100 grammes, each 1 70
" Cox's, per doz. 1 35
Gelatine, Bronze, label, lb. 50
" Red label, lb. 75
" Silver label, lb. 50
Gentian, violet, oz. 60
Gelseminine, C.P., 5 gr. bot., ea... 70
" Hydrobromate, 5 gr. bot., ea.. 70
" Hydrochlorate, 5 gr. bot., ea.. 70
" Sulphate, 5 gr. bot., ea. 70
Gingerine, oz. 75
Glass Wool, oz. 40
Glucose, lb. 12
" Pure, oz. 30
Glycerine, lb. 36
" Price's, lb. 90
Glycin, oz. 55
Glycyrrhizin, Ammon. oz. 28
Gold Bromide Mono, 5 gr. bot. ea.. 55
" Bromite, Tri., 5 gr. bot. ea.... 40
" Chloride and Sodium, 15 grain bots., doz. 3 75
" Chloride and Sodium,solu.,oz. 3 15
" Chloride, dry, 15 gr. bots., dz 8 00
" Cyanide, Mono, 5 gr. bot., ea. 75
" Cyanide, Tri, 5 gr. bot., each 80
" Oxide, 5 gr. bot., each 65
Grains, Paradise, lb. 55
Guaiacol, oz. 35
Guaiacol, Carbonate, oz. 85
" Salicylate, oz. 2 00
" Valerianate, oz. 85
Guaiacum Rasp, lb. 15
Guaiaquin, 25 grammes, each 3 00
Guarana, Pulv., oz. 30
Gum, Aloes, Barb., lb. 25
Gum, Aloes, Barb., pulv., lb. 35
" " Cape, lb. 30
" " Pulv., lb. 35
" " Socot, lb. 40
" " Socot, Pulv., lb. 45
" Ammoniac, lb. 60
" Arabic Select, lb. 50
" " Sorts, lb. 30
" " Pulv., Opt., lb. 60
" " Pulv., Sorts, lb. 50
" Assafoetida, Powd., lb. 1 15
" Assafoetida, lb. 1 00
" Benzoin, lb. 1 00
" Catechu Com'l (Japonica), lb. 12
" " Cubes, lb. 35
" " Pulv., lb. 30
" Copal, lb. 85
" Damar, lb. 60
" Elemi, lb. 50
" Euphorbium, lb. 60
" " Pulv., lb. 70
" Galbanum, oz. 12
" Gamboge, lb. 1 70
" " Pulv., lb. 1 75
" Guaiacum, ordinary, lb. 55
" " Pulv., lb. 60
" Kino, lb. 70
" Kino, Pulv., lb. 80
" Mastic., lb. 1 35
" Myrrh, lb. 50
" Myrrh, pulv., lb. 55
" Olibanum, lb. 30
" Sandrac, lb. 50
" Sang Draconis, lb. 1 35
" " " powd, lb. 1 50
" Scammony, oz..... 45
" Seedlac, oz. 5
" Shellac, orange, lb. 25
" " Bleached, lb. 35
" " Powd., lb. 30
" Storax, lb. 75
" Spruce, lb. 1 00
" Substitute Yellow Dextrine, lb. 9
" " White, lb. 10
" Tamarac, lb. 1 50
" Thus. (Turpentine) lb. 15
" Tragacanth, extra select, lb.. 2 00
" " Pulv., lb. 1 00
" " 2nd, Select, lb. 1 30
" " Sorts, lb. 1 10
Gun, Cotton, oz. 40
Haematoxylin, oz. 2 00
Haemogallol, oz. 85
Haemoglobin, oz. 50
Haemol, oz. 50
" Arseno, oz. 80
" Cupro, oz. 80
" Zinc, oz. 80
Hartshorn Shavings, lb. 40
Hedonal, oz. 1 50
Helenin, 15 gr. bot., each 45
Heliotropin, oz. 30
Helmitol, oz. 75
Heroin, 16 gr. tubes, each 45
" Hydrochlor, 16 gr. tubes, ea. 45
Holocaine Hydrochlor, 1 gramme bots., each 80
Homatropine, pure, 5 gr. tubes, ea 2 70
" Hydrobromate, 1 gr. tube, ea. 55
Honey, lb. 20
Hops, in packages, lb. 45
Hydrastin, Alkaloid, 15 gr. tubes, each 1 80
Hydrastin, Hydrochlor. 15-gr.bot.ea 1 80
" Sulphate, 15 gr. bots., each ... 1 80
Hydrastinine Hydrochlor, 5 gr. tubes, each 60
Hydroquinone, oz. 20
Hydroxylamine Hydrochl. ½ oz., ea 1 25
Hyoscine Hydrobrom. 1 gr. tube,ea 25
" Hydrochlor, 5 gr. tubes, each 6 25
" Hydriodate, 1 gr. tube, each ... 35
" Pure Amorphous, 1 gr. tube, ea 25
" Sulphate, 1 gr. tubes, each ... 25
Hyoscyamine, amorph., Cryst., 1 grain, each..... 30

Hyoscyamine, True, from Hyoscyamine, Pure, 5 grains, ea.... 1 25
" Hydriodate, 5 gr. tube, each... 45
" Hydrochlor, 5 gr. tube, each ... 35
" Sulph., pure, 5 grains, each... 1 25
Iatrol, oz. 1 60
Ichthalbin, oz..... 90
Icthargan, 10 gram. pckts., each... 1 25
Ichthoform, 25 grains, each 1 30
Ichthyol, oz. 65
" Sodium 60
" (substitute,), oz. 15
Insect Powder, lb. 50
Incense, lb. 50
" Chloride, Tri., oz. 50
" Commercial, oz. 40
" Resublimed, oz. 45
Iodochloride, oz. 80
Iodoform, Cryst., or powder, oz.... 55
" Bitumenized, oz. 75
Iodoform, Deodorized, oz. 55
Iodomuth, oz. 1 10
Iodoformogen, oz..... 55
Iodol, oz. 1 20
Iodopin, oz. 45
Iodophenin, oz. 2 00
Iodothyrine, oz. 5 00
Iodopyrine, 10 gramme bottles, ea. 50
Ionone, grain 5
Iridin, ⅛ oz., each 1 10
Iron Acetate, oz. 20
" Albuminate Scale, oz. 20
" " Powd., oz. 30
" " Saccharated, oz. 25
" " Solution, lb. 30
" " Alum, oz. 5
" Ammonia Sulph., oz. 10
" Ammoniated, lb. 40
" Ammon Mur., lb. 50
" Arseniate, oz. 15
" Arsenite, oz. 20
" Benzoate, oz. 20
" Bromide, oz. 15
" Hydrogen, oz. 10
" Cacodylate, oz. 50
" Carb., Precip., lb. 15
" " Sacch., lb. 60
" Chloride, (Ferric), oz. 10
" (Ferrous), oz. 10
" Chromate (Ferric), oz. 30
" Citrate, oz. 10
" " Ammonia, lb. 1 50
" Citrate and Quinine, 4 p.c., oz. 16
" " 10 p.c., oz. 18
" " " B.P. oz..... 20
" " " and Strych., oz. 35
" " " and Strychnine, oz.... 20
" Ferrocyanide, pure, oz. 10
" Filings, Iron, lb. 20
" Glycerophosphate, oz. 30
" Hyphos., oz. 20
" Iodide, oz. 42
" " Saccharated, oz. 2
" Lactate, oz. 15
" Lactophosphate, oz. 15
" Malate, oz. 1 00
" and Manganese Citrate, oz. 20
" " Ferrous, oz. 20
" " Peptonized, oz. 20
" " Solution, lb. 40
" Nitrate Crystals, oz. 20
" Oxalate, oz. 20
" " Ferric. Scales, oz. 20
" " And Ammonia, oz. 25
" " and potassium, oz. 20
" " Ferrous, oz. 10
" Oxide, Commercial, lb. 25
" " Black, oz. 20
" " Brown, pure, lb. 80
" " Red, Saccharated, lb. 50
" Oxide, Brown, B.P., oz. 10
" " Red, oz. 10
" Peptonized, oz. 20
" Perchloride, lb. 35
" Phosphate Scale, oz. 10
" Pyrites, lb. 30
Iron Pyrophos., oz. 10
" Pyrophos. and Ammon.Cit.lb. 1 10
" " Soluble Scales, oz. 10
" Salicylate, oz. 20
" Sesquichloride, oz. 10
" Silicate, oz. 20
" Subsulphate, oz. 15
" Succinate, oz. 45
" Sulph., Exsic., lb. 30
" " Pure, lb. 12
" Sulphocarb, oz. 25
" Sulphocyanide, oz. 50
" Sulphuret, lb. 25
" Tannate, oz. 50
" Tart and Potash, oz. 10
" Valerianate, oz. 22
" Wire, fine, lb. 50
" Sulphide, lumps, lb..... 25
" " Sticks, lb. 25
Isinglass, American Fish, oz. 10
" Brazil, oz. 25
" Russian, oz. 40
Itrol, oz. 1 50
Jalapin, oz. 95
Iothion, oz. 1 50
Juice Pawpaw, oz. 70
Jalap, Resin, oz. 65
Kamala, oz. 20
Kaolin, lb. 8
Kefir, fungi, oz. 50
Keratin, Peptonized, oz. 1 90
Kesselguhr, Natural, lb. 40
Kousso, oz. 20
Kola Nuts, lb. 45
Kresol, Cryst. C.P., oz. 60
" from Tar Oil 20
Kressamine, oz. 1 00
Kryofine, oz. 1 10
Lactophenin, oz. 1 50
Lactucarium, oz. 80
Laevulose, Diabetic, 100 gm. tin,ea 80
" Syrupy, Microscopy, oz. 40
Lanoline, lb. 1 00
Lard, Benzoated, lb. 35
Lead Acetate, C.P., Cryst., lb. ... 40
" " lb. 15
" " Powdered, lb. 20
" Arsenate, Com'l. lb. 16
" Carbonate, E. P., lb. 80
" Chloride, Pure, oz. 15
" Chromate, Fused, oz. 30
" Dioxide, oz. 10
" Foil, Assay, lb. 30
" Iodide, oz. 32
" Monoxide, lb. 50
" Nitrate, Pure, oz. 10
" " Com. lb. 15
" Oleate, oz. 25
" Oxide, Black, oz. 10
" " C.P., lb. 75
" Oxalate, oz. 12
" " Red, pure, lb. 85
" Peroxide, oz. 12
" Powder, extra fine, lb. 1 60
" Protoxide, oz. 15
" Sesquioxide, oz. 50
" Silicate, oz. 10
" Sulphate, C. P., oz. 10
" Sulphide, oz. 15
" Test, lb. 50
" Tetroxide, oz. 20
Leaves, Aconite, lb. 30
" Bay, lb. 20
" Belladonna, lb. 1 75
" " Powdered, lb. 1 85
" Buchu, lb. 2 25
" Coca, lb. 65
" Damiana, lb. 60
" Digitalis, lb. 35
" " Pulverized, lb. 40
" Eucalyptus, lb. 20
" Henebane, lb. 35
" Henebane, Pulv., lb. 40
" Henna, lb. 40
" Jaborandi lb. 40
" Matico, lb. 60
Leaves, Stramonium, lb. 30
" Uva Ursi, lb. 20
Lecithin, 15 gr. bot. 20
" Tablets, (100 in bot.) bot..... 60
Leeches, doz. 10
Lenigallol, oz. 1 00
Leaves 15
" Senna, ordinary, lb. 45 25
Leptandrin, oz. 30 80
Lime, Carbolate, lb. 12 6
" Chloride, bulk, lb. 25 5
" " Chloride, 1 lb. 50 8
" Chloride, ½ lb. 25 9
" Chloride, ¼ lb. 25 13
Liniment, Aconite, lb. 1 30
" Belladonna, lb. 1 75
" Camph. Co., pure 1 00
" Cantharides, oz. 25
" Chloroform, lb. 1 00
" Croton, lb. 1 70
" Iodine, lb. 2 75
" Opii, lb. 1 75
" Pot. Iodide, lb. 1 75
" Saponis Co., lb. B.P. 1 00
" Sinapis Co., lb. 1 70
" Terebinth, lb. 80
" Terebinth, Acet., lb. 75
Liquor, Ammon. Acet. Fort., lb. ... 30
" " Citras. Fort., lb. 50
" Antim, Perchlor, lb. 15
" Arsenici Hydrochlor., lb. 20
" Arsenicalis, lb. 12
" Bismuth, lb. 45
" Carbo Detergens, lb. 1 00
" Donovani, lb. 25
Liquor Ferri Acetas, Fort., lb. 40
" " Iodide, lb. 2 10
" " Perchlor. Fort., lb. 15
" " Pernit, lb. 20
" " Persulph., lb. 25
" " Phos., lb. 80
" Hydrarg, Perchlor, lb. 30
" " Nit. Acid, lb. 1 00
" Plumbi, Acetas, lb. 12
" Potassae, lb. 12
" Pot Citras, lb. 40
" Santal Flav. Co., lb. 1 50
" Soda, Chlor., lb. 15
" Soda Ethylate, oz. 25
" Strychnine, lb. 40
" Zinci Chlor., lb. 40
Liquorice, Paste, lb. 25
" Powd. Extract, lb. 40
" Solazzi, lb. 50
" Y. & S. sticks, 6 to lb., lb.. 32
" " Acme Pellets, 5 lb. tins. 2 00
" Bitartrate, oz. 20
Lithia Benzoate, oz. 20
" Bromide, oz. 30
" Carbonate, oz. 20
" Chloride, oz. 25
" Citrate, oz. 25
" Iodide, oz. 1 00
" Nitrate, oz. 35
" Salicylate, oz. 18
" Tartrate, oz. 35
Litmus, Granular, lb. 1 25
" Cubes, lb. 1 25
Losophen, oz. 2 20
Luminae, oz 3 00
" and Soda, oz..... .... 3 00
Lupulin, oz. 30
Lycopodium, lb. 1 50
Lycetol, oz. 3 75
Magnesium, Ammonia, Phosphate, oz. 15
" Borocitrate, oz. 25
" Bromide, oz. 25
" Carb. (ounces) lb..... 20
" " (ponderous), lb. 35
" " (powdered), lb. 15
" " (Calcined), lb. 40
" " (ponderous), lb. 60
" Chloride, oz. 10
" Citrate, lb. 50
" Glycerophosphate, oz. 35
" Hypophosphite, oz. 20

Magnesium Nitrate, oz. ... 10
" Oxide, oz. ... 12
" Phosphate, oz. ... 12
Magnesium, powd., oz. ... 75
" Ribbon, oz. ... 1 25
" Salicylate, oz. ... 25
" Sulphate, C.P., dried, lb. ... 50
" " Commercial, lb. ... 7
" Sulphite, oz. ... 25
" Wire, oz. ... 1 25
Mallein (5 gramme tubes), each ... 1 00
Maltose, oz. ... 70
Manganese, Borate, oz. ... 10
" Carbonate, oz. ... 10
" Chloride, oz. ... 20
" Glycerophos., oz. ... 35
" Hypophos, oz. ... 20
" Iodide, oz. ... 55
" Metal, oz. ... 20
" Oxide, pure heavy, oz. ... 15
" Oxide, Commercial, lb. ... 7
" " Black, pure, lb. ... 80
" Peptonized, oz. ... 30
" Peroxide, oz. ... 10
" Phosphate, oz. ... 20
" Sulphate, oz. ... 10
Manna, oz. ... 10
Mannit, oz. ... 30
Medinal, Powder, oz. ... 2 25
Menthol, oz. ... 30
Mercury, lb. ... 1 25
" Acetate, oz. ... 35
" Bichlor. (Corros. Sublimate) lb 1 45
" " Pulv., lb. ... 1 55
" Biniodide, oz. ... 35
" Bromide, oz. ... 50
" With Chalk, oz. ... 10
" Chloride (Calomel), lb. ... 1 55
" Chl. Am. (White Precip.) oz. ... 15
" Cyanide, oz. ... 25
" Iodo Chloride, oz. ... 30
" Iodo Viride, oz. ... 30
" Nitrate, Cryst., oz. ... 25
" Nitric, Oxide, (Red Precip.) lb. 1 60
" Oleate, 10 p.c. oz. ... 18
" " 20 p.c., oz. ... 20
" B.P., 1898, oz. ... 25
" Oxide, Flav., oz. ... 17
" Oxychloride, oz. ... 10
" Oxycyanide, oz. ... 60
" Oxycyanuret, oz. ... 40
" Salicylate, oz. ... 65
" Sulph. Flav. (Turpeth Min'l) oz. 15
" " with Sulph. (Ethiops Min'l) oz. ... 10
" Sulphate, bi., oz. ... 25
" Sulphocyanide, oz. ... 20
" Tannate, oz. ... 20
Mesotan, oz. ... 55
Methylal, oz. ... 25
Methylene, Iodide, oz. ... 1 25
Metol, oz. ... 1 20
Microcosmic Salts, oz. ... 10
Milk Sugar, lb. ... 30
Mistura, Ferri, Co., lb. ... 60
" Glycyrrhiza Co. (U.S.P.) lb. ... 60
Molybdenum, metal, pure, oz. ... 1 20
" Oxide, pure, oz. ... 1 05
" Sulphite, oz. ... 1 05
Morphia, Alkaloid, oz. ... 5 75
" Acetate, oz. ... 5 35
" Bromide, oz. ... 5 00
" Muriate, oz. ... 5 20
" Sulphate, oz. ... 5 25
" Tartrate, oz. ... 6 25
" Valerianate, oz. ... 8 00
Mollin, ½ kilo tins, each ... 1 00
Monochlorophenal, oz. ... 25
Moss, Iceland, lb. ... 20
" Irish, lb. ... 15
" " bleached, lb. ... 20
Mulberry Juice, oz. ... 10
Musk, Canton, oz. ... 1 50
Musk, pure grain, grain ... 10
Mydrine, 1 grain bots., grain ... 60
Myrtol, oz. ... 1 20
Naptha, Wood, lb. ... 1 10
Napthaline, E.P., Cryst., oz. ... 12
" E.P., Pulv., oz. ... 15
" Balls, lb. ... 8
" Flake, lb. ... 8
Napthol, Alpha, Recryst, Medic'l, oz 25
" Beta, Recryst, Medicinal, oz. 15
" Beta, Benzoate, oz. ... 25
Narcotine, oz. each ... 2 75
Nickel, Metal, oz. ... 20
" Bromide, oz. ... 30
" Carbonate, oz. ... 15
" Chloride, oz. ... 10
" Nitrate, oz. ... 10
" Oxide, oz. ... 20
" Salt, lb. ... 22
" Sheet, oz. ... 10
" Sulphate, oz. ... 10
Nosophen, oz. ... 2 50
Novaspirin, oz. ... 90
Nux Vomica, Powd., lb. ... 20
Nylanders, Reagent, lb. ... 1 00
Oil Amber, crude, lb. ... 75
" " rectified, lb. ... 1 00
" Amygdal, Amara, pure, oz. ... 60
" " Artificial, oz. ... 20
" " Persic, oz. ... 45
" " Dulc, lb. ... 80
" Angelica, oz. ... 1 00
" Aniline, oz. ... 10
" Anise, oz. ... 20
" Banana, lb. ... 50
" Bays Green, oz. ... 10
" Bay Rum, oz. ... 30
" Bergamot, oz. ... 50
" Cade, oz. ... 5
" Cajeput, oz. ... 15
" Camphor, lb. ... 35
" Capsicum, oz. ... 50
" Caraway, oz. ... 25
" Cassia, oz. ... 45
" Castor, English 1st, lb. ... 15
" " 2nds, lb. ... 14
" " Pharmaceutical, lb. ... 18
" " Italian, lb. ... 24
" " French, lb. ... 22
" Cedar, Pure, lb. ... 1 25
" Cedar, No. 1h. ... 60
" " Wood, lb ... 50
" Cedrat, oz. ... 55
" Cedri Ligni for Microscopy, oz 50
" Celery, oz. ... 1 00
" Chaulmoogra, oz. ... 50
" Chamomile, oz. ... 2 25
" Cinnamon, True, oz. ... 1 00
" Citronella, Coml., lb. ... 1 00
" " Opt., lb. ... 1 25
" Cloves, oz. ... 15
" Cocoanut, lb. ... 35
" Cod Liver, N.F., gal. ... 1 85
" " Norway, gal. ... 2 10
" Cognac, green, oz. ... 1 75
" " White, oz. ... 1 00
" Cologne, oz ... 80
" Copaiba, oz. ... 20
" Coriander, oz. ... 90
" Cotton Seed, gal. ... 1 50
" Croton, oz. ... 20
" Cubebs, oz. ... 45
" " Oleo Resin, oz. ... 50
" Cumin, oz. ... 45
" Dill, oz. ... 35
" Erigeron, oz. ... 25
" Eucalyptus, oz. ... 10
Oil Fennel, oz. ... 20
" Fusel, pt. ... 90
" Gin, oz. ... 1 00
" Golden Rod, oz. ... 50
" Goose, lb. ... 60
" Hemlock, pure, lb. ... 1 15
" " No. 2, lb. ... 75
" Jasmine, oz. ... 30
" Juniper Berries, oz. ... 20
" " Wood, lb. ... 80
" Lavender, Eng., oz. ... 2 00
" " Exotic, oz. ... 20
Oil Lavender, French, oz. ... 90
" " Gardeo, oz. ... 15
" Lemon, Opt., lb. ... 2 00
" " Grass, oz. ... 30
" Linseed, boiled, gal. ... 76
" " Raw, gal. ... 73
" Mace, Essential, oz. ... 20
" Mace, Expressed, oz. ... 12
" Malefern, oz. ... 25
" Muguet, oz. ... 75
" Mullein, oz. ... 50
" Mustard, artificial, oz. ... 30
" " Essential, oz. ... 80
" Myrbane, lb. ... 60
" Neatsfoot, gal. ... 1 00
" Neroli oz. ... 3 00
" Nutmegs, oz. ... 20
" Olive, Green, gal. ... 2 25
" " Yellow, gal. ... 2 10
" Orange, oz. ... 35
" " Bitter, oz. ... 35
" Origanum, White, oz. ... 20
" " Red, Pre., lb. ... 85
" Origanum, No. 2, lb. ... 50
" Palm, lb. ... 35
" Palma Rose, oz. ... 40
" Patchouli, oz. ... 1 00
" Pennyroyal, oz. ... 20
" Pepper, black, oz. ... 90
" " Oleo Resin, oz. ... 2 50
" Peppermint, Amer., oz. ... 25
" " English, oz. ... 65
" " Todds, oz. ... 30
" Petit., gran., oz. ... 1 25
" Petrolatum, gal. ... 1 60
" Phosphorated, oz. ... 10
" Pimento, oz. ... 30
" Pine needles, oz. ... 20
" Pinus, pumilion, oz. ... 30
" Pinus, Sylvestris, oz. ... 15
" Poppy, oz. ... 10
" Rangoon, Pure, lb. ... 25
" Rhodii, oz. ... 35
" Rose, No. 2, ⅛ each ... 1 75
" Rose, Virgin, ⅛th, each ... 2 75
" Rosemary, Opt., oz. ... 15
" " Coml., lb. ... 1 25
" Rue, oz. ... 50
" Rutu, oz. ... 20
" Santal, opt., oz. ... 55
" " W. I., oz. ... 20
" Sassafras, lb. ... 1 50
" " Artificial, lb. ... 80
" Savin, oz. ... 20
" Sesame, lb. ... 35
" Skunk, lb. ... 60
" Spearmint, oz. ... 35
" Sperm., gall. ... 1 75
" Spike, Coml., lb. ... 35
" St. Johnswort, lb. ... 75
" Spruce, lb. ... 1 00
" Tansy, oz. ... 50
" Tar, lb. ... 10
" " Birch, oz. ... 10
" Wine, oz. ... 60
" Wintergreen, oz. ... 25
" " Artificial, oz. ... 10
" Wormseed, oz. ... 30
" Wormwood, oz. ... 50
Oil Yland, Ylang, oz. ... 6 50
Oakum, lb. ... 12
Oil Cake, ground, lb. ... 4
Ointments, Belladonna, lb. ... 1 75
" Blue, lb. ... 80
" Boracic Acid, lb. ... 50
" Calmine, lb. ... 40
" Canthar, lb. ... 1 00
" Carbolic, lb. ... 40
" Cetaceum, lb. ... 75
" Conium, lb. ... 1 75
" Elder Flower, lb. ... 1 00
" Gallae, lb. ... 60
" " Co., lb. ... 1 50
" Hyd. Ammon. Chlor., lb. ... 60
" " Biniodide, lb. ... 75
" " Compd., lb. ... 1 25
" " Nitratis, lb. ... 55

Ointments, Oxide, Flav., lb. 90
" " Oxide, Rub., lb. ... 50
" Iodine, lb. ... 90
" " Compd., lb. ... 75
" Iodoform, lb. ... 1 00
" Picis, lb. ... 40
" Plumbi, Acetas, lb. ... 75
" Plumbi, Iodi, lb. ... 1 50
" Resin, lb. ... 50
" Simple, lb. ... 50
" Sulphur, lb. ... 50
" Sulphur compound, lb. ... 40
" Veratrine, lb. ... 2 00
" Zinci, Oxide, lb. ... 40
Oleo-Resin, Capsicum, oz. ... 35
" " Malefern, oz. ... 25
Opium, lb. ... 12 50
" Pulv., oz. ... 1 00
Orange Peel ... 13
" Ground ... 15
Orezin, Basic, oz. ... 2 00
" Tannate, 10 grammes ... 1 10
Orthoform, oz. ... 1 85
Ortol, oz. ... 70
Ovarin, Powder, oz. ... 3 50
Oxymel Squills, lb. ... 40
Oxysparteine Hydrochlorate, 15 gr. tube, each ... 40
Pancreatine, Pure, Active, oz. ... 30
Papaine, Finkler, oz. ... 1 85
" Merck's, oz. ... 1 50
Paracetphenetidine, oz. ... 25
Paraformaldehyde, oz. ... 25
Paraldehyde, oz. ... 12
Pelletierine, Sulphate, 15 gr. bot., each ... 1 35
" Tannate, 15 gr. bot., each ... 35
Pepsine, Boudaults, oz. ... 1 40
" Scale, Pure Soluble, lb. ... 3 00
" " Pure, soluble, oz. ... 25
Peptone, meat, dry, oz. ... 25
Pepper, long, lb. ... 50
Perhydrol, 50 gramme bots., each 1 75
Petrolatum, Yellow, lb. ... 13
" White, lb. ... 22
Phenacetine, oz. ... 30
Phenamid, Powd., oz. ... 1 10
Phenalgine Capsules, oz. ... 1 50
" Powd., oz. ... 1 50
" Tablets, oz., ... 1 50
Phenazone, oz. ... 50
Phenol, Bismuth, oz. ... 80
Phenol, Chlorlae, oz. ... 45
Phenolphthalein, oz. ... 25
Phenosalvl, oz. ... 20
Phloroglucin, ⅛ oz., each ... 80
" Vanillin, ⅛ oz., each ... 50
Phosphorus, lb. ... 90
" Pentoxide, oz. ... 25
" Red, oz. ... 15
Pilocarpine, Alvaloid, 5 gr. bot.,ea. 80
" Hydrobromate, 5 gr. bot., ea. 50
" Muriate, 5 gr. bot., each ... 30
" Nitrate, 5 gr. bot., each ... 30
" Salicylate, 5 gr. bot.i each.... 50
" Sulphate " " 50
Pipe Clay, in squares, lb. ... 6
Piperine, 1 oz., each ... 1 10
Pitch, black, lb. ... 6
" Burgundy, lb. ... 18
Platinic Chloride, 5 per cent. sol.,oz 1 50
Platinum, Bichloride, ⅛ oz. bot.,ea 4 50
" Chloride, solution, oz. ... 2 25
" Foil, grain ... 19
" Wire, grain ... 18
Plumbago, lb. ... 10
Podophyllin, oz. ... 35
Poppy heads, per doz. ... 20
Potassium, pure, ⅛th oz., each ... 30
" Acetate, lb. ... 55
" Arsenate, oz. ... 12
" Arsenite, oz. ... 18
" Benzoate, oz. ... 25
" Bicarb., lb. ... 30
" " Pulv., lb. ... 31
" " C.P., Cryst., lb. ... 70
" Bichromate, lb. ... 25
" " C. P. lb. Crystal 75
Potassium, Bisulphate, lb. ... 80
" Bisulphite, lb. ... 1 25
" Bitart, Pulv., lb. ... 40
" Borate, oz. ... 10
" Borotartrate, oz. ... 60
" Bromide, lb. ... 1 40
" Carbonate, lb. ... 25
" " C.P., lb. ... 60
" Caustic, Purif. by Alcohol, lb. 1 00
" " sticks, lb. ... 60
" Chlorate, lb. ... 25
" " Pulv., lb. ... 28
" " Pulv., C.P., lb. ... 80
" " C.P., lb., Crystal ... 80
" Chloride, lb. ... 80
" Chloroplatinate, 15 gr. bot., ea 2 10
" Chromate Yellow, C.P., oz. ... 10
" Citrate, lb. ... 1 35
" And Cobalt Nitrite, oz. ... 1 25
" Cyanide, ... 50
" Ferri Cyanide, pure cryst., oz. 20
" Hypophosphite, oz. ... 12
" Fluoride, Pure, oz. ... 20
" Glycerophosphate, oz. ... 30
" Hyposulphate, oz. ... 50
" Hyposulphite, oz. ... 15
" Iodate, oz. ... 50
" Iodide, lb. ... 4 75
" Iodide, C. P., oz. ... 50
" Metabisulphate, oz. ... 10
" Metantimoniate, oz. ... 15
" Nitrate, lb. ... 15
" " C. P., lb. ... 75
" Nitrite, oz. ... 13
" Oxalate, Neutral, lb. ... 75
" Perchlorate, oz. ... 15
" Permanganate, lb. ... 30
" " Large Crystals, pure, oz. 10
" Picrate, oz. ... 30
" Phosphate, C.P., oz. ... 10
" Prussiate, Red, Cryst., lb. ... 1 85
" " Red, Pulv., lb. ... 1 30
" " Yellow, Cryst., lb. ... 75
" " Yellow, pulv., lb. ... 85
" Salicylate, oz. ... 15
" Silicate, oz. ... 40
" Silicofluoride, oz. ... 15
" And Soda Tart., C.P., Cryst. lb 65
" Sulphate, Cryst., lb. ... 15
" " Pulv., lb. ... 20
" " C.P., cryst., oz. ... 10
" " C. P., powd., oz. ... 10
" Sulphite, oz. ... 15
" Sulphocarb., oz. ... 25
" Sulphocyanate, oz. ... 15
" Sulphide, lb. ... 60
" Sulphuret, lb. ... 20
" Tartrate, lb. ... 1 90
" " Neutral, oz. ... 20
Propylamine, oz. ... 65
" Chlor., oz. ... 2 50
Protargol, oz. ... 1 65
Protargol, oz. ... 1 60
Protan Powder, oz. ... 50
Pulvis, Aloes Co., lb. ... 30
" Amygdal, lb. ... 1 00
" Antimon Co., lb. ... 60
" Aromatic or Cinnamon Co., lb 75
" Creta Aromat., lb. ... 50
" " Camph., lb. ... 28
" " C. Opii, lb. ... 75
" For Mistura Creta, lb. ... 35
" Ipecac Co., oz. ... 2 25
" Jalap Co., oz. ... 10
" Kino Co., oz. ... 10
" Licorice Co., lb. ... 20
" Opii Co., oz. ... 10
" Rhei Co., lb. ... 50
" Scammony Co., oz. ... 30
" Seidlitz, lb. ... 30
" Tragacanth Co., lb. ... 35
" Thompson's Composition, lb.. 25
Putty Powder, lb. ... 60
Pyoktannin, blue, oz. ... 1 50
" Yellow, 10 grammes for ... 50
Pyramidon, oz. ... 2 50
" Salicylate, oz. ... 2 25
Pyrenol, oz. ... 1 40
Pyrocatechin, oz. ... 45
Pyridin, C.P., oz. ... 25
Pyrodin, C.P., oz. ... 1 60
Pyrogallol, Bismuth, oz. ... 1 35
Pyrolignine, oz. ... 1 20
Quartz., Cryst., oz. ... 10
Quassia, Chips, lb. ... 15
Quassin, Cryst., C.P., 15-gr. bot.,ea 1 85
Quinalgen, oz. ... 1 60
Quinine, Alkaloid, oz. ... 70
" Alkaloid,oz. ... 70
" Arsenate, oz. ... 52
Quinine, Bisulphate, oz. ... 55
" Cacodylate, oz. ... 2 25
" Citrate, oz. ... 67
" Dihydrochlorate, oz. ... 52
" Ferro Cyanide Hydro., oz. ... 52
" Glycerophosphate, oz. ... 1 20
" Hydrobromate, oz. ... 65
" Hydrochloride, oz. ... 75
" Hypophosphite, oz. ... 75
" Iodide, oz. ... 77
" Phosphate, oz. ... 50
" Salicylate, oz. ... 62
" Sulphate, oz. ... 47
" Tannate, oz. ... 55
" and Urea Hydrochlorate, oz. 1 00
" Valerianite, oz. ... 45
Resorcin, oz. ... 20
" Resublimed, oz. ... 40
Rhigoline, lb. ... 75
Rice Flour, lb. ... 9
Rodinal, 3 oz. bottle for... ... 90
Root, Aconite, lb. ... 30
" " Pulv., lb. ... 35
" Alkanet, lb. ... 20
" Angelica, lb. ... 30
" Arnica, lb. ... 75
" Belladonna, lb. ... 1 50
" " Powd., lb. ... 1 55
" Blood, lb. ... 16
" " pulv., lb. ... 20
" Burdock, lb. ... 20
" " cut, lb. ... 22
" Calamus, lb. ... 40
" Colchici, lb. ... 50
" Columbo, lb. ... 20
" Curcuma, Pulv., lb. ... 15
" Dandelion, lb. ... 60
" Dock, Yellow, lb. ... 15
" Elecampane, lb. ... 15
" " Pulv. lb. ... 20
" Galangal, lb. ... 40
" Gentian, lb. ... 18
" " Pulv., lb. ... 20
" Ginseng, oz. ... 60
" Golden Seal, whole, lb. ... 8 25
" " Powd., lb. ... 9 00
" Hellebore, White, Pulv., lb.... 20
" Ipecac, oz. ... 20
" Jalap, lb. ... 70
" " Pulv., lb. ... 75
" Leptandrin, lb. ... 30
" Licorice, extra select, lb. ... 15
" " " small sticks, lb. ... 20
" " Pulv., lb. ... 15
" Mandrake, lb. ... 18
" " Gr'd lb. ... 20
" Marshmallow, lb. ... 35
" Orris, lb. ... 30
" " Pulv., lb. ... 40
" Pareira Brava ... 40
" Pleurisy, lb. ... 50
" Pyrethrum, lb. ... 50
" Rhatany, lb. ... 40
" Rhei, E.I., lb. ... 90
" Rhei, E.I., Pulv., lb. ... 1 00
" " Turkey (so-called) oz. ... 15
" " " Pulv., oz. ... 20
" Sasparilla, Honduras, lb. ... 85
" " Mexican, lb. ... 25
" Senega, lb. ... 65
" Serpentaria, lb. ... 80
" Sombul, lb. ... 40
" Spigelia, lb. ... 1 00
" Squills, White, lb. ... 12
" " Pulv., lb. ... 20
Root Stone, lb. ... 20

Root, Tormentilla, lb. .. 40
" " Pulv. lb. 55
" Valerian, lb. 25
" Veratrum, Viride, lb. 20
Saccharine, oz. 30
Saffron, Amer., oz. 10
" Spanish, oz. 1 50
Sal Acetosella, lb. 25
" Carlsbad, artificial, lb. 15
" Craborchard, lb. 75
" Epsom, lb. 5
" " Howard's, lb. 9
" Glauber, lb. 3
" Nitre, (Potash) Crystal, lb... 15
" " Gran., lb. 15
" " (Soda) Cryst., lb... ... 10
" Nitre, Gran., lb. 10
" Prunella, lb. 35
" Rochelle, lb. 35
" Rock, lb. 3
" Soda, lb. 2
Salicine, oz. 50
Salol, oz. 15
Salophen, oz. 1 10
Sanguinarine, Alkaloid, 15 grain 35
" " bots., each 35
" Nitrate, 5 grain bots, each 40
" Sulphate, 5 gr. bots. ea..... 35
Santonine, oz. 4 00
Santyl, Liquid, oz..... .. 1 50
" Capsules, 30 in box 75
Saponin, ⅛ oz. bot., each 15
Scillipicrin, 15 gr. bots., each 50
Scopolamine, hydrochlor., 5-gr. bot. 50
Seeds, Angelica, lb. 60
" Anise, lb. 15
" " Pulv., lb. 20
" " Star, lb. 50
" Annatto, lb. 16
" Burdock, lb. 40
" Canary, lb. 14
" Cardamon, Decort, lb. 2 50
" " Malabar, lb. 2 75
" " Pulv., lb. 2 80
" Caraway, lb. 18
" Celery, lb. 25
" Caraway, pulv., lb. 20
" Colchici, lb. 1 25
" " Pulv., lb. 1 30
" Conium, lb. 30
" Coriander, lb. 13
" " Pulv., lb. 15
" Croton, lb. 25
" Cumin, lb. 25
" " Pulv., lb. 30
" Dill, lb. 50
" Fennel, lb. 30
" " Pulv., lb. 32
" Flax, lb., ... 6
" Pure, Ground, lb. 7½
" Foenugreek, Pulv. 11
" Hemp, lb. 9
" Hyoscyamus, lb. 50
" Hyssop, lb. 35
" Jambul, oz. 15
" Lobelia, lb. 80
" Maw, lb. 25
" Mustard, White, lb. 12
" Pumpkin, lb. 20
" Quince, lb. 1 50
" Rape, lb. 8
" Sabadilla., lb..... 35
" " Pulv., lb. 40
" Stavesacre, lb. 40
" " Pulv., lb. 45
" Stramonium, lb. 30
" Stropanthus, oz. 10
" Sunflower, lb., ... 10
" Wormseed, lb. 1 05
Selenium, in sticks, oz. 1 50
Silica, powd., oz. 10
Silver, Bromide, oz. 2 00
" Chloride, oz. 90
" Citrate, oz. 1 75
" Cyanide, ⅛th oz., ea. 40
" Iodide, oz. 2 00
" Metallic, Pulv., oz. 1 50
Silver Neuclinate, oz. 1 25
" Nitrate, cryst., oz. 60
" Fused, oz. 70
" Oxide, oz. 1 75
" Sulphate, oz. 2 00
Snuff, Copenhagen, lb. 1 00
" Macc, lb. 88
" Scotch, lb. 85
" " Lorillards, lb. 1 30
Soap, Arsenical, lb. 40
" Barilla, Asb., lb. 30
" Castile, Conti, bar 78
" " Shell, lb. 12
" " Pulv., lb. 30
" Curd, lb. 45
" Cocoanut, lb. 20
" Soft, English, lb. 12
" Viride, lb. 25
" Whale oil, lb. 12
Soda, Acetate, lb. 95
" Aluminate, oz. 15
" And Ammonia Phos. (Microcosmini Salts), lb. 95
" Arsenate, pure, dry, oz. 10
" Arsenite, pure, oz. 10
" Ash, lb. 3
" Benzoate, oz. 10
" " from Benzoic Acid, oz.... 25
" Bicarb, lb. 4
" " Chance's, lb. 10
" " Crystals, lb 40
" Bichromate, fused, oz. 10
" Biphosphate, oz. 10
" Bisulphate, pure, cryst., lb.... 60
" Bisulphite, lb. 20
" " Pure, dry, lb. ....
" Bitartrate, Cryst., oz. 10
" Bromide, gran., lb. 1 15
" Cocodylate, oz. 85
" Carb., C.P., Cryst., lb. 20
" " C.P., dried, lb. 30
" Caustic, Gran., lb. 10
" " Sticks, lb. 75
" " Sticks, pure, by alcohol, lb. 1 25
" Chlorate, lb. 85
" Choleate, oz. 20
" Chloride, pure, oz. 10
" Cinnimate, oz. 40
" Citrate, oz..... 15
" Solution, oz. 30
" " Richardson's, oz. 45
" " Ethylate, dry, oz. 90
" Fluoride, oz. 20
" Formate, oz. 12
" Glycerinophosphate, oz. ... 15
" Hippurate, oz., ...f 90
" Hypochlorite, Solution, oz..... 10
" Hypophosphite, oz. 12
" Hyposulphate, oz. 25
" Hyposulphite, lb., C.P. 20
" Iodide, oz..... 45
" Lactate, Syr., oz. 25
" Meconate, oz..... .... 2 25
" Metaphosphate, oz. 20
" Nitrate, Crude, lb. 5
Soda Nitrate, Pure Cryst., oz. 10
" Nitro-prusside, oz. 60
" Nitrite, lb. 75
" " C. P. sticks, oz. 12
" Oleate, oz. 25
" Oxalate, oz. 10
" Paracleosotate, oz. 75
" Perborate, Medicin., oz. 25
" Permanganate, oz. 30
" Phosphate, Gran., lb. 10
" " Pure, lb. 30
" " C.P., Cryst., lb. 30
" " C.P., Pulv., lb. 45
" Phosphomolybdate, oz. 40
" Salicylate, lb. 1 25
" "Natural, oz. 50
" Silicate, lb. 6
" Silicofluoride, oz. 30
" Succinate, oz. 25
" Sulphate, C.P., Cryst., lb. . 20
Soda, Sulphate, C.P., dried, lb... 25
" Sulphite Cryst., or Gran., lb. 7
" " C.P., lb. 30
" " Dried, C.P., lb. 32
" Sulphocarb., oz. 10
" Sulphovinate, oz. 30
" Tartrate, C. P., oz. 75
Sodium, Metal, ½ oz. bots., each.. 20
Solanine, 15 gr. bots. each.. 60
Solution Clemens (Arsenic Brom.)lb 50
" Dobell's, lb. 20
" Fehlings No. 1 oz. 5
" Fehlings No. 2, oz. 10
" Hydrarg, Bichlor., lb. 65
" Nitroglycerine, 1 per. cent., oz 10
" " 10 per cent., oz. 20
" " 25 per cent., oz. 35
" Soda, Hydrochlorate, oz. 25
" Vlemmicks (Calc. Sulph.), Wr 65
Somatose, oz. 60
Spartein, Sulph., oz. 1 15
Spermaceti, lb. 55
Spirits, Ammon.. Aromat., lb. 65
" Camphor, pt. 90
" Chloroform, lb. 1 00
Stannous, Chloride, C.P., oz. 10
Stannic, Chloride, oz. 60
Starch, Powd., lb. 8
Stearine, lb. 30
Stovaine, 5 gram., each 1 00
" Iodide, oz. 75
Strontia Chloride, oz. 10
" Bromide, oz. 10
" Carbonate, oz. 10
" Chlorate, oz. 20
" Lactate, oz. 30
" Muriate, oz. 3
" Nitrate, lb. 20
" Oxalate, oz. 10
" Oxide, Caustic Cryst.,pure,oz. 10
" Salicylate, oz. 10
" Sulphide, oz. 30
Strychnine, oz. 1 00
" Arsenate, oz. 1 30
" Arsenite, oz. 1 30
" Glycerophosphate, oz. 2 85
" Hydrochlorate, oz. 1 30
" Hypophos, oz. 2 60
" Nitrate, oz. 75
" Phosphate, oz. 1 20
" Sulphate, oz. 1 00
" Valerianate, ⅛ oz. for..... 75
Strypticin, 15 gr. bot., each... 50
" Tablets, box, each 55
Styptol Tablets, tubes of 20, each. 30
Styrone, liq., oz. 1 25
Succus, Conium, lb. 1 40
" Taraxi, oz. 10
Sucrol, oz. 1 00
Sulfonal, oz. 50
Sulphaminol, oz. 2 00
Sulphur, Chloride, oz. 10
" Iodide, oz. 75
" Precipitated, lb., pure 35
" " Opt., lb. 20
" Powdered, lb. 5
" Sublimed, lb. 6
" " Extra, lb. 7
" Roll, lb. 5
" Vivum, lb. 10
Tamarinds, lb. 15
Tannalbin, oz. 85
Tannigen, oz. 80
Tannoform, oz. 50
Tannopine, oz. 1 50
Tar, Barbadoes, lb. 12
" Stockholm, lb. 1 15
Terebene, oz. 10
Terpin, Hydrate, oz. 10
Terpinol, Liquid, oz. 15
Thallium Sulphate, oz. 3 75
Theobromine, oz. 1 00
" and Soda Salicylate, oz. 55
Theocin, oz. 3 40
Theocine, Soda Acetate, oz. 3 00
Thermodin, 25 grammes for 1 25

Thiocarbamide, oz.	1 00
Thiocol, oz.	1 50
Thioform, oz.	75
Thiol, oz.	40
Thiosinamine, oz.	1 00
Thorium, Nitrate, ⅛ oz. each	20
Thymol, oz.	60
Thyroidine, oz.	1 35
Tin, Metal Sticks, oz.	20
" Granulates, lb.	1 65
" Mono Sulphide, oz.	25
" Powder, Fine, oz.	25
" Rasped, oz.	12
Toluene, lb.	1 05
Tow, lb.	30
Tribromphenol, oz.	1 60
" Bismuth, oz.	60
Triferrin, oz.	1 00
Trikresol, oz.	15
Trional, oz.	1 00
Triphenin, oz.	65
Trumaticin, oz.	40
Tumenal, 25 grammes for	55
Turpentine, onion, oz.	1 50
" Venice, lb.	15
Unguentum, Crede, oz.	1 60
Uranium, Acetate, oz.	90
" and Ammon. Fluoride, oz.	2 00
" Chloride, oz.	60
" Nitrate, oz.	1 00
" Oxide, oz. yellow	90
Urea Crystals, Pure, oz.	50
" Nitrate, oz.	45
Urecedin, oz.	60
Urethane, oz.	70
Urotropin, Schering's, oz.	1 00
Validol, 10 gms., each	70
Vanilline, oz.	75
Veratria, pure, ¼th oz.	40
Verdigris, balls, lb.	45
" Pulverized, lb.	50
Veronal, oz.	3 25
" Tablets, tubes of 10, each	80
Vinegar, Cantharides, lb.	60
" Squills, lb.	15
Water, Anise, lb.	10
" Camphor, lb.	10
" Cherry Laurel, lb.	30
" Chlorine, lb.	10
" Cinnamon, lb.	10
" Dill, lb.	15
" Distilled, gall.	15
" Elderflower, lb.	35
" Fennel, lb.	10
" Lime, pt.	7
" Orange Flower, lb.	25
" Peppermint, lb.	20
" Rose, lb.	30
Wax, Bayberry, lb.	50
" Brazil or Carnauba, lb.	80
" Ceracine, lb.	30
" Japan, lb.	25
" Parafine, lb.	10
" White, No. 1 lb.	65
" White, No. 2, lb.	30
" Yellow, (Beesewax) lb.	55
Wine, Aloes, B.P., lb.	60
" Antimony, lb.	35
" Colchici, Rad., lb.	50
" " Sem., lb.	50
" Ipecac, lb.	60
" Iron, lb.	40
" " Citrate, lb.	50
" Opium, lb.	1 25
" Orange, lb.	25
Xylol, oz.	10
Yohimbine, Cryst., (c.m. tubes) ea.	1 15
" Tablets, (tubes of 10), each	1 15
Zinc, Acetate, pure, oz.	10
" Benzoate, oz.	20
" Bromide, oz.	20
" Carbonate, lb.	30
" " Precip., oz.	10
" Chloride, fused, oz.	10
" " Granul., oz.	10
" Cyanide, oz.	30
" Ferrocyanide, oz.	30
" Granulated, lb.	25
" " free from Arsenic, oz.	8
" Hypophosphite, oz.	75
" Iodide, oz.	1 00
" Lactate, oz.	40
" Metal, pure, oz.	10
" Nitrate, pure, oz.	30
" Oleate, oz.	10
" Oxide, lb.	20
" " Pure, lb.	30
" " Hubbuck's, lb	60
" " Dry process, lb.	22
" " Wet process, lb.	60
" Permanganate, oz.	1 00
" Phosphate,	30
" Phosphide, oz.	60
" Salicylate, oz.	40
" Stearate, oz.	10
" " Comp. oz.	50
Zinc Sulphate, Pure, lb.	15
" " C.P., Cryst., lb.	40
" " C.P., Gran., lb.	40
" " C.P., dried, lb.	45
" Sulphide, pure, oz.	20
" Sulphite, oz.	20
" Sulphocarb., oz.	10
" Sulphydrate, oz.	35
" Sulphuratum, oz.	12
" Valerianate, Pulv., oz.	22
" " Cryst., oz.	25

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The Canadian Druggist

Vol. xxvii Toronto, March, 1915 No. 3

Careful, Cautious and Canny

IN Canada it was all right for manufacturers to pause when the tumult and confusion of war shook the ground beneath their feet and unsteadied them. But it is not all right for Canadian manufacturers to go into temporary or permanent hiding at this time of national necessity and opportunity. On the contrary, it is time for a broad forward movement.

> The man who shrinks from battle, even though the forces opposed may appear overwhelming, takes away from the strength of his comrades. If he deserts, dire punishment is meted out to him. Winning or losing, battletime calls for men who will fight until overthrown or slain. The careful, cautious, and canny man—manufacturer, wholesaler or retailer—never rises to be a great merchant.
>
> When the war is over, the honored and rewarded men among soldiers and merchants will be those who never faltered, who kept their face to the foe, and who fought dauntlessly to the very end.

The valiant-hearted business men of Canada---retailers, wholesalers, and manufacturers---are advertising NOW.

All Fool's Day at the Dispensing Counter.

By Henry P. Hynson, Phar., D.

Looking backward through the mist of four decades, at the dispensing counters of city drug stores, if one has had good digestion and has done his "duty in that state of life unto which it has pleased God to call him," he must have very happy realizations of great progress and helpful development. If he can see even small evidences of his own contributions to this progress and to this development, there is added satisfaction and added happiness. Knowing, so perfectly, all that you do not know that you might know, about dispensing, and actually feeling the truth of Osler's sound philosophy, you still may enjoy the retrospect, and contemplate, with comfort and pleasure, the greater ease, the greater comfort, and the still greater usefulness of the better equipped counter and the better equipped dispenser of this present day.

One hundred and two physicians' prescriptions, and about twenty, out of the hundred of general orders, which required dispensing knowledge,— some of them of the highest kind—was not a great day, as days go "in big stores," but they offered excellent opportunity for the exercise of many of the possessed attainments and, very likely, for many more that were unpossessed.

Of course there were many uninteresting and very usual prescriptions and orders ; the more so because they are so usual that every one has learned to do them, just as every one has learned to do usual things, no matter how difficult they may be or how stupid is "every one."

This "All Fool's Day" was not a remarkable day at the prescription counter ; nor was it selected after its offerings were known, yet it presented almost every variety of dispensing. Strangely enough, there was not much about which the "damned doctor" might be criticized. One of them did prescribe a super-saturated solution of calcium lactate, which would have resulted in a solidified mass, had it been sent out as a solution. But it had been learned that when more than five per cent. of this salt, compared with the water present, is prescribed in solution, no attempt should be made to dissolve the lactate. Under such circumstances, the fine bolted powder should be simply mixed with the fluid, whatever it may be. The frequent mis-ordering of calcium lactate is not always the fault of the prescriber, since authorities differ as to its solubility,—the variations, no doubt, arising from the differences in the ages of the products with which the several experiments were made ; the salt is most soluble when freshly prepared. The uncertain solubility of calcium lactate ; forgetting that strontium is an alkaline earth and forms insoluble carbonates and sulphates, and not knowing that sodium nitrite is very easily decomposed, especially in acid liquids, are the three items that seem to give modern prescribers more trouble than all else beside.

Naturally, there were a good many proprietaries prescribed. The best the pharmacist can get out of these is some profit—very good in comparison with the responsibility involved, the time required to dispense them and the splendid advertising that follows having them in stock, when called for by patrons or inquired about by physicians. There were also a number of copyrighted articles which, of course, are subject to the same requirements regarding dispensing knowledge as free chemicals. For instance, a dispenser should know and remember as much about aspirin as about salicylic acid. The chemical or scientific names of these copyrighted articles were used in a few prescriptions. There were but two instances of "specifications." This is most encouraging ; it shows greater confidence in manufacturing and dispensing pharmacists. The specifications of forty years ago were a much greater burden on the dispensing pharmacist than are the proprietary and copyrighted articles of to-day. It is one brand of aspirin now, it was, at least, four makes of fluid extract of ergot and six makes of quinine-pills, then.—Cheer up, youngsters, cheer up !

There were but six prescriptions for ready-made pills, and all these were of strychnine. They were dispensed in screw-cap vials, the best and safest containers for strychnine pills, and the best for all gelatine-coated pills, excepting those containing odorous substances, like asafetida or the valerates, which should be dispensed in perforated boxes. The popular and most convenient gelatin capsule has certainly come to the modern dispenser's rescue. They have almost entirely replaced the ready-made coated pill in our city and are largely taking the place of tablets with prescribing physicians. A three-fold blessing, indeed, are capsules; they bless the physician, they bless the pharmacist and, most of all, they bless the helpless, long suffering victims of both—the poor invalids. The dispenser of to-day must be careful that he does not, to the disadvantage of all concerned, use soluble elastic or soft capsules, instead of the regular slip-on-kind, for liquids. The hard capsules appear to be safer and are much easier to dispense.

All the prescriptions for capsules were marked as having been filled "dry," not bad practice, since moisture, as we know, especially when high temperatures prevail, has most to do with the deterioration of medicinal substances. With present high standards for powdered drugs, and the very efficient extracts dried in vacuo, there are very few instances when capsules may not be dispensed with the material in dry powder. The great advantages of this are many and obvious. An expert dispenser can generally use as small a capsule for the powder, as he could if it were massed. Odorous substances, like asafetida, the valerates, or iodoform and very

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difficult ones, like methylene blue, should, undoubtedly, be massed and introduced with a needle.

If "new clerks" and students with drug store experience, are "straws that show the way the wind blows," there is a great deal of bad pharmacy practiced in the mere dispensing of capsules. It must not be forgotten that gelatin capsules, as now made, are wonderfully transparent, and plainly show imperfections in the mixing of the ingredients and the irregular colors of the mass. These capsules must be full and full alike; if the powder or the mass does not fill the capsules, then make either large enough with inert material to fill them. But the capsules must never be too full, (it is always bad to be "too full"), they must not be so full that the caps may not be pushed all the way on, for this is the only test by which the capsules may be made uniform. The capsules should be as bright, as glossy, and as clean, after they are filled, as they were when sent out by the manufacturer. This requires some effort, some care, but it may be accomplished, and should be accomplished, even with sodium salicylate.

In a general treatment of the day's requirements, reference might be made to the folding of powder papers; to the keeping of the powder within the paper,—a difficult accomplishment with bulky, light substances. This may be done by making an extra complete, but very narrow, fold at the beginning of the folding. This will be found to be wonderfully helpful. In the distribution of small quantities of extracts through bulky powders, there comes up a question as to whether or not it is desirable to improve the final appearance of the mixture of powders by using the pilular extract, softened with alcohol, or dilute alcohol, as the case may require. This treatment with extract of belladonna brings about almost startling comparative results. Konseals, too, may be made to advertise a store, either advantageously or disadvantageously. So many dispensers use much larger cachets than necessary; easily seen by holding the konseal, edge up, tapping it and looking through it toward light. Failing to seal them effectively, as witnesseth the box containing them and the disgust of the patient, is equally hurtful to the dispenser's reputation.

The mixing of fluids of various alcoholic strength was an oft requirement of the day. By simply following an order of mixing that made the dilution of the stronger alcoholics as gradual as possible, many troubles were avoided. "The order of mixing" is really the "IT" in dispensing-pharmacy, as stock-keeping is the "IT" in commercial-pharmacy.

Solutions, making up a large proportion of our "April Fool Day" work, are always the most interesting class of prescriptions. They require the bringing to bear of all our knowledge of chemistry and physics, and, more lately, of bacteriology. Asepsis and sterilization must, now, be considered, and a fair comprehension of mass reactions and the dissociations of elements, must be enjoyed to make the intelligent and successful dispensing of solutions possible. The dispensing of perfectly clear, reasonably sterile solutions for eye instillations, and the dispensing of ointments for the applications to eyelids, were the most exacting features of the day's work. Yet, it was this work that had stimulated the greater confidence enjoyed. Incidentally, it may be asked, would it not be wise to have the Pharmacopoeia standardize the strength of yellow mercurial ointment for eyes?" The present official ointment would not be what is generally wanted by oculists; about two to four per cent. is usually desired by them, one or two grains to the dram.

Weighing and measuring, with the mathematics involved, are still problems that test the wits of the apothecary. He must have sufficiently accurate appliances. How, without these, could he get one eighty-fifth of a milligram of tuberculin, in a cubic centimeter of normal salt solution containing one-half of one per cent. of phenol? This was one of the problems of our day and such are of frequent occurrence in modern pharmacy. One-third of a grain of strychnine sulphate to be dissolved in four fluid ounces of compound tincture of cardamon; one-fourth of a grain of glyceryl nitrite and one-half of a grain of strychnine sulphate in a three-fluid-ounce mixture of tincture of strophanthus and wine; one fluid-ounce of glycerin containing five per cent. of phenol, were not all of the more or less difficult problems that came to this store on this day.

Weighing and measuring, and consequent calculations, bring up the questions of stock-solutions, dispensing tablets and percentage-solutions. One must be careful that he is not too conservative, too straight-laced, or too hard to convince in these regards, but the actual dispenser must know, for he is finally responsible. If percentage by weight wanted, and that seems to be the only way that "parts" may be compared in making definite volumes of percentage-solutions, much thought, figuring and, sometimes, valuable material, may be saved by using a method which may be illustrated by our order for "one fluid ounce of carbolized glycerin, five per cent." It is not necessary to know or to think about the specific gravity of glycerin; simply balance a bottle, fill it to the desired point, and weigh with glycerin. Divide the weight of the glycerin by nineteen and the quotient will be the exact amount of phenol required; the plan can be used for oil-solution of any fluid, distilled water included, if desired. The proposition may be stated in this manner:—If five per cent. is to be one twentieth, then the vehicle—the glycerin in this instance—must be nineteen twentieths. If a ten per cent. solution is required, divide the weight of the veh-

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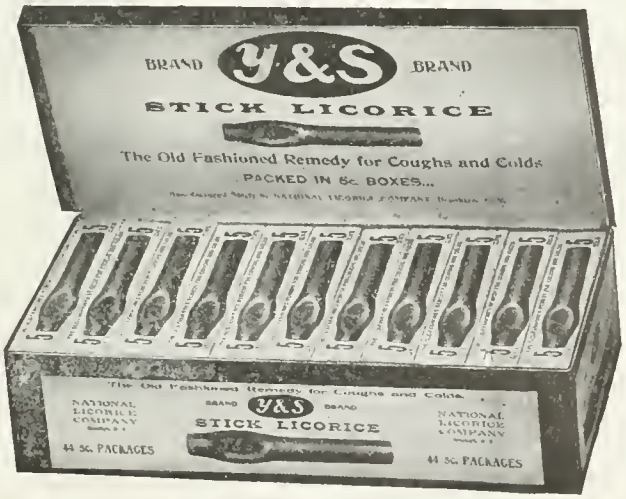

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icle by nine ; if a twenty per cent. is wanted, divide by four.

The confusion of the Metric System with the Apothecaries' weight and the wine measure, continues, as witnesseth a prescription for dilute hydrocyanic acid 3.0, codeine sulphate 0.32, syrup of wild cherry and water sufficient to make 100.0,with a teaspoonful as the dose. The usual two per cent. of metric prescriptions prevailed.

Ointments, as usual, require all the arts of the apothecary, and much of his science, as well. The introduction of pyrogallol into one of these, with its tendency to darken, causes much speculation as to what would be the color of the last portion used, and leads to the thought that much real, helpful knowledge would follow the practice of putting up additional quantities of unusual prescriptions for observation. No doubt many of our thought-to-be successes in dispensing would disappoint us if we could see them after a few days. It is really remarkable how frequently salicylic acid is used in ointments, and nothing requires more care in its manipulation, considering the difficulty of entirely destroying the sharp crystals and its extreme sensitiveness to iron. Resorcinal is much used in ointments, and its satisfactory introduction is only possible through the water-carrying properties of wool-fat, a not yet fully appreciated pharmaceutical help. This should, certainly, be a constituent of all ointments containing appreciable quantities of resorcinol, iodine and rose water. It is strange that pharmacists should use the hydrous varieties when the anhydrous is much better for these "holding in" purposes. The failure to mix the required amount of oil with lanoline, before it is dispensed, and the inherent differences and different tendencies of the yellow and white solid petroleum vehicles are thoughts suggested by the ointments of one "All Fool's Day."

Not the least interesting in dispensing problems of the day, were those connected with the laboratory-order from a physician,—such orders as every ambitious pharmacist should be prepared to fill and enjoy the profit and the good advertising that follows the successful filling. Besides many simple chemicals, it called for two volumetric solutions, two microscopic stains and three special re-agents, used in stomach analysis. The difficulty in securing correct formulas for these stains and re-agents is generally the most difficult part of their preparation, and makes it appear that, if they are not of a kind desirable for the National Formulary, they might find place in the proposed recipe book, although, they are, in no way, out of date or unethical.

If what has been written for a review of one day's dispensing at one store is interesting, then more than as much more could be written upon the identical review. It is not for want of material, by any means, but the want of faith in the greater forebearance of those before me and who have suffered, that brings the finis.—Practical Druggist.

Ontario College of Pharmacy.

The Annual Examination, April 28th, 1915.

The regular Annual Examination of the Ontario College of Pharmacy will begin in the College Building, St. James' Square and Victoria Hall, Queen St. East, Toronto, Ontario, on Wednesday, the 28th day of April, 1915, at 9.30 a.m. and end Friday, the 7th day of May, 1915.

Intending candidates must apply to the Registrar and pay the examination fee of Ten Dollars ($10.00), not later than Thursday, 15th of April, 1915, and furnish written evidence of having served the full term of four years with a regularly qualified Pharmaceutical Chemist.

Application forms may be obtained from the Registrar.

Candidates having special subjects to pass will write at this examination.

Practical Examination (Time Table)

Wednesday, April 28, 9.30 a.m. —Dispensing, (Div. "A") ; 1.00 p.m., Dispensing (Div. "B"), T. N. Sampson, examiner.

Thursday, April 29, 9.30 a.m.—Practical Chemistry (Div. "A") ; 1.00 p.m., Practical Chemistry, (Div. "B"), R. D. Dymond, Phm. B., examiner.

Friday, April 30th, 9.30 a.m.—Practical Pharmacy (Div. "A") ; 1.00 p.m., Practical Pharmacy, (Div. "B"), W. W. Gibson, examiner.

Written Examination (Time Table).

Monday, May 3rd, 9.30 a.m. —Pharmacy. W. Enouy, examiner.

Tuesday, May 4th, 9.30 a.m.—Botany. P. Bawden, examiner.

Wednesday, May 5th, 9.30 a.m.—Prescriptions. A. E. Drewery, Phm. B., examiner.

Thursday, May 6th, 9.30 a.m.— Chemistry. M. R. McPharlane, Phm. B., examiner.

Friday, May 7th, 9.30 a.m.— Materia Medica. J. S. Armitage, Phm.B., examiner.

Note :—Oral and Practical Examinations will be held at the College Building, St. James' Square, Gerrard Street. Written Examinations will be held at Victoria Hall, Queen St. East.

Oral Examination (Time Table).

Subjects :—Botany, Chemistry, Materia Medica, Pharmacy and Prescriptions.

Monday, May 3, at 2 o'clock p.m., Nos. 1 to 25.

Tuesday, May 4th, at 2.00 p.m., Nos. 26 to 50.

Wednesday, May 5th, at 2 p.m., Nos. 51 to 75.

Thursday, May 6th, at 2.00 p.m., Nos. 76 to end

All candidates must be on hand punctually at the hour.

The meeting of the Board of Examiners will be held on Monday, May 3rd, at five o'clock p.m., at the College Building.

Henry Watters, Presiding Examiner ; W. B. Graham, Registrar.

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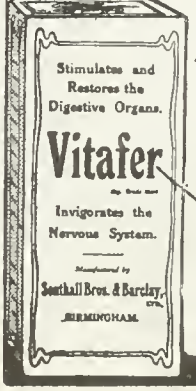

News Items.

Local and Otherwise.

Edmanson, Bates & Co.. Give Tons of Ointment for Soldiers.

Notwithstanding the fact that the war tax has greatly affected their business, Edmanson, Bates & Co., large proprietary medicine manufacturers, have donated to all the soldiers a tin of Dr. Chase's Ointment before leaving for the front. This gift is much appreciated, and the soldier boys are grateful for the remembrance.

An announcement has recently appeared in the daily papers advising all those who will send in the name and regiment number of any of their soldier friends, or who are enrolled as home guards, that on receipt of the name, Edmanson, Bates & Co., will mail free a large tin for their use in effecting relief from results of long marches and the chafing of heavy footwear, etc.

This firm are to be commended for their generosity and public spirit.

Frederick Stearns & Co.

The annual election of officers of Frederick Stearns & Co., of Canada, Limited, resulted in the following Board of Directors at their meeting at the head office, Windsor, Ont.

President—Mr. F. K. Stearns.

Vice-President—Mr. W. D. Stearns.

Manager—Mr. C. A. Smith.

Treasurer—Mr. F. S. Stearns.

Secretary—Mr. S. C. Stearns.

Directors—Mr. Willard Ohliger, Mr. G. E. Rason, Mr. Thos. Bennett.

Medical Supplies for Belgian's Use.

The committee formed by members of the Toronto Academy of Medicine includes some of our best physicians and pharmacists. A meeting was recently held, and this committee appointed in response to a call from an English Committee.

Canada has played a very effective part in giving clothing and food to the Belgians across the sea.

The beautiful land of Belgium laid waste by the heartless Germans, the noble families ruined, touched the hearts of our good people in Canada.

The work of collecting all sorts of surgical instruments and dressings has begun. Bandages, surgical appliances, etc., are coming in, and it is expected that a shipment will soon be made to England, from whence the goods will be distributed.

The chairman of the Executive is Dr. Herbert A. Bruce, who is well-known throughout Canada. The Treasurer is Dr. D. J. Wishart.

If any druggist would like to contribute, we would ask him to communicate with either of the above mentioned doctors.

Druggist Robbed of $125.00.

Held up by three gangsters with a revolver and struck about the head with a sandbag, Wm. Whitehead, a druggist who lives at 28 Havelock St., Toronto, put up a stout resistance before he was felled from behind and robbed of $125 which he was carrying to his home. Although stunned and with his head bruised, Whitehead was able to crawl to his own doorstep.

It was about twelve o'clock when the druggist closed his store at 890 Bloor Street west. The money which he was about to put in his safe he placed in his pocket. Following his usual custom, he walked west on Bloor street to Havelock street and turned south. When a few doors from his own home he noticed three men closing in about him. One of them held a revolver.

Twelve U. S. A. Firms Apply for Sites.

During the past two months no fewer than 12 United States corporations have made enquiries of the Toronto Harbor Commissioners regarding manufacturing sites in the Ashbridge's Bay industrial district. In view of the fact that during the period of August to December last year no enquiries of any kind were received, this is taken as an indication that confidence is being restored in the manufacturing industries throughout the continent. No applications for information have been received from England, and it is not thought likely that there will be any for some time, owing to the unsettled conditions across the water. The harbor commissioners propose to spend $2,500,000 on the work this year, one million dollars of which will be furnished by the federal government.

College Examinations.

The Semi-Annual Examinations of the Ontario College of Pharmacy will commence April 28th.

The Semi-Annual Examinations of the British Columbia Pharmaceutical Association will be held at Vancouver on April 7th and 8th. The B.P. of 1898 will be used at these examinations.

Kent-McClain Again.

Dr. P. McF. Carter has opened a nice store in Sydney, N.S. The interior fittings are in quarter-cut oak "fumed" finish. The show cases are of the "Roman" design with white marble bases. All these fixtures were supplied by Kent-McClain, Limited (Toronto Show Case Co.) of Toronto.

CREME DE MENTHE

A LIQUEUR

(Non-Alcoholic)

Refreshing as the Springtime

USED WITH

AERATED WATERS OVER CRACKED ICE.

A Splendid Aid to Digestion

For the first time Made in Canada

Toronto Wines Co.

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When a Druggist Sees a Tin of

Glaxo

"THE FOOD THAT BUILDS BONNIE BABIES"

He Thinks of Protected Prices and "A Square Deal"

Retail Prices: 40c, 80c and $2.00 per Tin

To back up a selling plan, which has as its object the protection of a legitimate profit for every retail druggist in Canada, Glaxo has the high quality necessary to gain and maintain the recognition of the public.

"The Food that **Builds Bonnie Babies**" will make friends of your customers.

"Each Satisfied Customer Is an Added Stone in the Building of the Wall of Success."

Order Glaxo from your regular wholesale supply house

Glaxo

418 Dominion Bank Bldg.
TORONTO

DOLORANT

Trade Mark Registered

TABLETS

"NATIONAL"

ANTIPYRETIC and FEBRIFUGE

We take pleasure in drawing the attention of the Medical Profession to **"NATIONAL DOLORANT TABLETS."** These tablets are composed of **SALACETIC ACID** and our new **SOLUBLE STRYCHNINE.**

Salacetic Acid, as is well known, is made by the action of Acetyl Chloride on Salicylic Acid, and has been extensively prescribed under the names of **"ACETYL-SALICYLIC ACID," "SALICYL-ACETIC ACID"** and **"ASPIRIN."**

Many physicians of late have prescribed **STRYCHNINE** in combination with **ASPIRIN** for the sake of its stimulating effect, but the ordinary Salts of Strychnine do not act simultaneously with the Antipyretic, and do not lend themselves to the correction of the gastric troubles following the use of **ASPIRIN.**

Professor Alex. B. J. Moore, Dean of the Montreal College of Pharmacy and head of our Central Laboratories at Montreal, has produced an almost tasteless **SALT OF STRYCHNINE,** which is one hundred and twenty times more soluble than the alkaloid itself. It produces in the same dose the Strychnine characteristic effects upon the heart and the central nervous system.

The use of this agent in combination with **ASPIRIN** represented in **"NATIONAL DOLORANT TABLETS"** produces the desired combined effect, and allays to a remarkable extent the gastric disturbances following the use of a combination containing a less soluble Salt of Strychnine.

Free Sample Supplied to Physicians on Application.

PUT UP IN BOTTLE OF 100 TABLETS.

NATIONAL DRUG & CHEMICAL CO., of Canada Limited

Central Pharmaceutical Laboratories, MONTREAL.

Red Gum.

By John J. Thum, Philadelphia.

Eucalyptus rostrata yields the extract Australian Kino, and more popularly known by the name "Red Gum." The latter is found on the market pharmaceutically in the form of troches and in a fluid form, misleadingly termed by the manufacturers a fluid extract.

Like Kino of the U.S.P., it contains considerable tannin, which makes it extremely valuable as an astringent.

While all the manufacturers who market a fluid form of red gum have it listed in their price lists as a fluidextract, some have an asterisk placed alongside the word, and on referring to the footnote one finds these words: "those fluids which do not represent the crude drug, minim for grain"; which is a tacit confession that it is impossible to make a 100 per cent. solution.

On looking over the literature relating to this drug—and the literature, by the way, is scant—one is informed that it is soluble in cold water to the extent of 80 to 90 per cent. This is wrong. It is extremely doubtful if as much as 30 per cent. is soluble in cold or even boiling water. My experience leads me to believe that less than 20 per cent. of the drug is soluble in boiling water, and that it refuses to remain solution without the addition of varying amounts of glycerin; without this addition gelatinization always results. My experience also showed that the use of alcohol in effecting solution is unnecessary, or at least less effective than a menstruum consisting of water and glycerin. Heat must be used. I found that after shaking 20 parts of the powdered drug with 80 parts of cold water, at intervals, for twelve hours, two parts of drug remained in solution. By heating in a flask on a water bath for 15 minutes and frequently shaking, about 10 per cent, is dissolved. Unfortunately, after a few days a jelly-like mass results. This, however, as mentioned above, can readily be overcome, or rather avoided, by the addition of glycerin or, better still, by heating on a water-bath with equal parts of glycerin and water.

After more or less experimentation, which I need not recount here, I evolved the following formula and method of procedure, which seems to meet all the requirements of those physicians who wish to use red gum as a local application:

Red Gum, powdered ....200 Gm.
Glycerin ....250 Cc.
Water, a sufficient quantity to make 1000 Cc.

Mix the glycerin with 500 cubic centimeters of water, and triturate the powdered red gum with sufficient of the mixture to produce a smooth paste. Transfer this to a flask by the aid of the remainder of the mixture of glycerin and water and heat on a water-bath for one hour; filter through purified cotton, keeping the funnel well covered. Finally, pass sufficient water through the filter to obtain 1,000 cubic centimeters of fluid.— Amer. Jour. of Pharmacy.

New and Satisfactory Formulas for Liquor Antisepticus and Liquor Antisepticus Alkalinus.

Charles H. La Wall, of Philadelphia, contributes the following to the Journal of the American Pharmaceutical Association:

"The pharmacopoeial formula for Liquor Antisepticus has been frequently criticized, and justly so, for being a harsh and unpleasant preparation. Solutions of this type should be pleasant and fragrant, as they form valuable adjuncts to the toilet. A formula which is the result of numerous experiments made by a generous user of such preparations and which has been modified from time to time to correct slight deficiencies, is herewith presented as being satisfactory to a larger number of persons than any other similar solution with which the author has had any experience:

Eucalyptol	5.0 c.c.
Methyl salicylate	1.2 c.c.
Oil thyme, white	0.3 c.c.
Thymol	1.0 gm.
Menthol	1.0 gm.
Sodium salicylate	1.2 gm.
Sodium benzoate	6.0 gm.
Boric acid	25.0 gm.
Fluidextract golden seal	2.0 c.c.
Alcohol	300.0 c.c.
Water q.s. to make ....1000.0 c.c.	

"Make the solution according to the art of the pharmacist, reserving 60 c.c. of the alcohol to add to the clear filtrate.

"Kieselguhr or talc may be used as a filtering medium."

Regarding the Liquor Antisepticus Alkalinus, Dr. La Wall says:

"The National Formulary preparation bearing this title is unnecessarily high in solids and in alkalinity. The following formula is offered as one which has been well tested and meets all the requirements of such a solution:

Sodium bicarbonate..... ...	5.0 gm.
Sodium benzoate	10.0 gm.
Sodium salicylate	10.0 gm.
Sodium borate	30.0 gm.
Thymol	0.2 gm.
Menthol	0.2 gm.
Eucalyptol	0.2 c.c.
Methyl Salicylate	0.2 c.c.
Alcohol	40.0 c.c.
Glycerin	150.0 c.c.
Water, q.s. to make ....1000.0 c.c.	

"This solution should be made according to the art of the apothecary, and if it is desired to color the solution red, as is frequently done, cudbear may be used for this purpose; or, if it is desired to employ a more resistant color, one which will not bleach out so quickly when the colored solution is dispensed with hydrogen dioxide solution, the color known as vegetable red, used by confectioners and bakers, which is sulphonated orcin, may be used."

Keating's Powder

There is a demand for it the year round, and there will be a particularly active demand for it in the warm weather. Keating's Powder has a world wide reputation as an unfailing exterminator of every form of insect life.

Order Through Your Wholesaler

Sole Agents for Canada
Harold F. Ritchie & Company Limited, Toronto.

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Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

also Kut Kure, Liquid Court Plaster

Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

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Our latest departure is a series of most interesting games, and we recommend every dealer to get a sample order of these for immediate delivery. They are all on Patriotic lines and are proving rapid selling numbers.

The Valentine & Sons United Publishing Company, Limited

The Largest Firm of its Kind in Existence.

444 St. Paul St., MONTREAL, also TORONTO AND WINNIPEG

Formulary.

LIQUID IODOFORM.

Potassium hydroxide	35 grams.
Water	25 grams
Oleic acid	50 grams
Alcohol	30 grams
Iodine	30 grams

Dissolve the potassium hydroxide in the water, then pour the oleic acid and alcohol into this solution of potassa. With continued stirring, add the iodine, and, finally, a few drops of potassium hydroxide solution to discharge the reddish color of the liquid. Let the mixture stand for several days in a dark place, when it will separate into two well-defined layers. The upper aqueous layer is decanted. The lower layer is a syrupy liquid, having a pronounced yellow color and a strong odor of iodoform.

This syrupy liquid is the so-called liquid iodoform; it is miscible with water, alcohol, ether, chloroform, carbon bisulphide, terpinol, eucalyptol and cresote; it dissolves guaiacol, and is readily absorbed by the skin. These peculiar and varied solubilities are likely to give this liquid iodoform a wide range of application.—Nouveaux Remedes.

CHILBLAIN BALSAM.

Venice turpentine	2½ av. oz.
Yellow wax	3 av. oz.
Olive oil	4 av. oz
Peru balsam	½ av. oz.
Alkannin	10 gr.

Melt the wax and the other ingredients and stir until soldified. Use for chilblains, sore nipples, etc.

NIXON'S FORMULA FOR ELIXIR OF PEPSIN.

Pepsin	15.00 grams.
Hydrochloric acid	1.00 c.c.
Glycerin	200.00 c.c.
Alcohol	200.00 c.c.
Oil of orange	0.50 c.c.
Oil of lemon	0.50 c.c.
Sugar	150.00 grams.
Cudbear	150.00 grams.
Purified talc	15.00 grams.
Distilled water, sufficient to make	1000.00 c.c.

—National Druggist.

MAGMA BISMUTH.

Bismuth subnitrate	50
Nitric acid	50
Ammonium carbonate	80
Distilled water to make	1000 cc

Dilute the nitric acid with an equal volume of water and dissolve the bismuth subnitrate in it, dilute further to 300 cc. and filter through cotton. Dissolve the ammonium carbonate in 3000 cc. distilled water containing 1-1000 sodium chloride and filter. Pour the acid solution slowly and with constant stirring into the alkaline solution. When the resulting precipitate has subsided, decant the supernatant liquor and wash by decantation until the magma is practically tasteless, using distilled water containing 1-1000 sodium chloride. Then allow to settle to 1000 cc. When tested the magma should react alkaline toward methyl orange.—(Am. Journ. Pharm.)

TOLU, TAR AND WILD CHERRY.

Tincture of tolu	1 fl. ounce.
Camphorated tinct. opium	2 fl ounces.
Fluid extract of ipecac	1 fl. drachm
White pine bark	½ ounce.
White cherry bark	1 ounce.
Pine tar	2 drachms.

Mix the tar and ground drugs, adding pine sawdust, if necessary. Then add the tinctures and fluid extracts. Pack in a percolator, pour on menstruum, and let stand for twelve hours. Now percolate with 25 per cent. alcohol until 18 fluid ounces of percolate have been received, in which dissolve 1 ounce of ammonium chloride and 22 ounces of sugar by cold percolation. Lastly add 3 fluid ounces of glycerin.

A Member of our Staff who is now on the Battle Field in France.

LT. V. W. DYAS

Signaling Officer 4th Batt., 1st Brigade, First Canadian Contingent.

"Made-in-Canada" Campaign Now On

Every Retail Druggist should boost Home-Made Products. Among these

Antiphlogistine
TRADE MARK

has, for more than 20 years, been known for its **wide range** of Remedial Application, and for its **unchanging, uncompromising** Standard of Excellence, as an "honest, reliable pharmaceutical."

5 % Discount on orders of $ **12.** or more—through your jobber

"There's only ONE Antiphlogistine"

THE DENVER CHEMICAL MFG. CO.
107 LAGAUCHETIERRE ST., MONTREAL

PEROXIDE FACIAL SOAP

Unquestionably the best antiseptic soap on the market today. It contains the best known antiseptics to the Scientific World. Unexcelled for skin diseases and eruptions of all kinds.

A free booklet given with each cake of soap, dealing with the care of the complexion, hair, etc. Packed in individual cartons and 1 dozen in a large display carton. Half gross of samples given free with each gross of soap and a handsome window display.

Special price for quantities

Write for particulars.

Dominion Soap Co., Hamilton, Ont.

No up-to-date Druggist can afford to be without this Soap.

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
Mustard Plaisters
Corn Plaister, Arnicated
Court Plaister, Perforated
} Equal to any in the Trade

Price List and Samples sent on application to

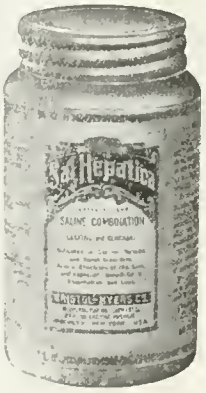
London Export Agents:

Mace & Haldane, Ltd.
94 Milton St., London, E.C.

Agent for Canada:

Thomas Gibbard
30 St. Francois Xavier St., Montreal

SAL HEPATICA

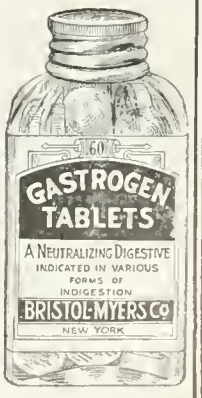


Small	size, per doz.,	$2.85
Medium	" "	5.70
Large	" "	11.40

GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small	$ 5.70
Per dozen in 500's	34.00



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The LYMAN BROS & CO. Limited, Toronto
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The Soda Fountain.

The pointers given below by Mr. L.A. Becker, than whom we know of no one more competent to talk on the matter, are well worthy of careful consideration by those druggists who have installed soda fountains as well as by those who contemplate doing so.—Editor C.D.

A FEW BECKER APOTHEGEMS.

A good merchant seizes opportunity and gains profit.

Fountains operated at a loss are a detriment to the entire industry.

The opportunity for making fountain profits 365 days in the year actually exist. It is not a matter of conjecture or guesswork.

Four things go to make the successful soda business, namely,, (1) quality of beverage, (2) character of equipment, (3) efficiency of service ; and these lead up to (4) public demand.

Efforts to economize by using cheap materials, out-of-date equipment and poor service, is like trying to gain time by pushing back the hands of a clock.

The average neighborhood store has the greatest opportunity for making the largest profit, investment considered.

Training dispensers to furnish good service is a matter of first selecting sound material and then developing it.

Youth is optimistic and inclined to be irresponsible.

Almost any young man can be developed into an efficient soda dispenser with reasonable assistance.

The increasing number of fountains does not deprive any particular owner of profits. Bad management does.

The average fountain patron does not complain when dissatisfied—he simply goes elsewhere.

Be Sure You Get Your Costs and Expenses, Then Go Ahead.

A Few Pointers to help the Wise Man who wants to look ahead and use Judgment in his Buying.

By. L. A. Becker, in The Druggist Circular.

There are three classes of drug-store soda fountain operators—the druggists who make their fountains pay, those who think they make them pay, and those who are not sure whether they make them pay or not, but who think they should operate their fountains because their competitors do, and customers appear to expect it. There is a fourth class of druggist—no small class, by the way,—who won't be bothered with a fountain anyway. They say there isn't business enough to warrant keeping a soda clerk—and personally they do not know anything about fancy dispensing— and have no inclination to learn.

With the viewpoint of each of these classes in mind, let us see if there is not something of value in their opinions for the average drug-store soda-fountain operator.

THE DRUGGIST WHO MAKES IT PAY

The day of guessed-at expenses and guessed-at profits in the well-regulated store has passed. The druggist who makes his fountain pay, while he may not have formulated his procedure, inevitably considers these points :

1. A rental charge against the fountain. The fountain, as a rule, has the most conspicuous place in the store, and a proportionate part of the total rental of the store should be charged against it, and each day's rental should be made the initial charge in the day's fountain expenses.

2. A fair charge for light, heat, service, breakage, insurance, advertising, interest, depreciations, etc., to be reckoned with the rental as a part of the day's fixed charges.

3. Salaries of proprietor, attendants, dispensers, etc., including proportionate charge for cashier, should one be employed.

4. Cost of supplies, and the cost per service for syrups, nuts, creams, etc.

The druggist who knows never says : "Syrup costs me 1 cent, water ½ cent, service 1 cent, hence I make 2½ cents profit per glass." He knows better, for he has learned by experience that in addition to the cost of syrup, and the ingredients of the specialty, he must charge a proportionate amount of the sales price to rent, heat, light, insurance, salaries, breakage, advertising, interest on his fountain investment and depreciation of his apparatus. And, in the majority of cases this will figure from 25 to 40 per cent. of his sales price. That is from 1¼ to 2 cents on every nickel taken in !

INVESTMENT AND DEPRECIATION.

Take the two items of interest and depreciation alone. Let us suppose that the investment in fountain, carbonators, etc., is, in round numbers, $3,000. At 6 per cent. interest, —and this is a fair rate for the average druggist who could use that $3,000 in many ways, if he had it—there is an annual charge against the fountain of $180, or 50c. a day. The depreciation charges are hardly less than 10 per cent—and it is a wonderfully good piece of apparatus that will stand up for ten years without unduly large repair and refitting bills during the last two or three years of the decade. Here, at once, is another charge of, say, $1 a day. The profits on seventy-five 5-cent glasses of soda have disappeared already, and no attention has been paid to the other fixed charges of rent, etc., itemized above.

There is nothing alarming in these figures—every business man has to meet similar charges—but there is no balm in them for the druggist soda-fountain operator who guesses. The druggist who

DUCHESS ROSE TALCUM

A perfect talcum with the true odor of the Rose. Delicately persistent yet not pungent.

DUCHESS VIOLET TALCUM

A perfect talcum of minute fineness and absolute purity possessing a satiny smoothness and delicately perfumed.

STOCK THESE LINES NOW

THEY ARE TRADE WINNERS

$15.00 PER GROSS

The Toronto Pharmacal Co., Limited

455 King St. West
TORONTO

85 St. Peter St.
MONTREAL

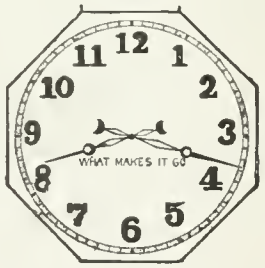
288 McDermott Ave.
WINNIPEG

A BIG WINDOW ATTRACTION

that will attract people to your store like moths to a flame—will turn passers-by into customers and will make your bank account grow.

THE MYSTERIOUS CLOCK

Is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickel, and across the face of the dial is painted the slogan "what makes it go." Nothing else is visible to the eye.



Be the First in Your Town to Get this Attraction

STAUBER DRUG COMPANY
PRESCRIPTION DRUGGISTS
1722 ST. JOSEPH AVE.

ST. JOSEPH, Mo, Nov. 21, 1914

World Wide Advertising Co., 1330 Consumers Bldg. Chicago, Ills.

Gentlemen:

Kindly send us a more liberal supply of the ecientific explanations of this "scientific marvel" for such the wayfaring men and women vainly regard it.

As a window attraction it is right up to the scratch, and as an argument producer it is better than war or politics.

Yours sincerely,
STAUBER DRUG CO.

H. ADRIAN L. FERGUSON
Drugs, Sundries, Imported Cameras and Supplies
122 W. MAIN STREET
UNION PHONE 740 *OWOSSO, Mich.*, June 5, 1915

TO WHOM IT MAY CONCERN

The World Wide Advertising Company sold me one of these clocks a week ago and I put it in my window and it has been the talk of the city and community and has brought hundreds of people in my store asking what makes it go. It is the cheapest advertising I have found yet, as people stop and look at the clock in the window who never read a newspaper and it sells whatever you have in the window. I would recommend one of these clocks to anyone who wants to advertise, as it is the cheapest and best advertising out.

(Signed) H. ADRIAN L. FERGUSON.

CLAY'S PRESCRIPTION DRUG STORE

BUTLER, Mo., Dec. 15, 1914

World Wide Advertising Co., Chicago, Ill.

Gentlemen;

Accept my heartiest thanks for your letter and specific instructions, with their aid the clock started right off and although the thermometer was below zero most of the time since it started it has always had a good crowd in front of it.

I regard it as a most attractive window piece. Where can I get a supply of the little folders "What makes it go." The answer.

Wishing you the compliments of the season, I am
Very respecty,
FRANK T. CLAY.

EVERYONE WILL TALK ABOUT IT. YOUR NEWSPAPER WILL WRITE IT UP.

The St. Johns Remedy Co., of Chicago say:
We have had the clock running 3 months and if the crowds increase in proportion we will have to have a Special Policeman to keep the people moving. You would die laughing to stand out in the crowd and hear the arguments and discussions about what makes it go. Sometimes they almost fight in asserting their knowledge.

NO CLOCK WORKS
NO ELECTRICITY
NO MERCURY

REQUIRES NO ATTENTION FROM WEEK TO WEEK
What makes it go?
A Postal Card to our office will bring full particulars to you

NO MAGNETS
NO AIR CONTROL
WHAT?

WORLD WIDE ADVERTISING CO., 1330 Consumers Building, Chicago, Illinois

knows merely totals his complete expenses, strikes an average of his total sales, and learns his "to the customer" cost, and proceeds to make money.

HOW THE DRUGGIST GETS HIS PROFIT.

The business-wise man does not install a $5,000 fountain unless he has or expects to build up a business to warrant such an investment. He knows that just as good soda water may be dispensed from a $100 gooseneck outfit as from an elaborate onyx, marble and silver apparatus. He first canvasses his popular patronage carefully and then installs what he considers the best apparatus his prospects warrant. Too many unsuccessful soda fountain men in the past have gone on the principle which guided the builder of the Mississippi steamboat which Lincoln used to tell of—the boiler was so small that when the captain blew the whistle the craft stopped. Too many soda fountain men have fountain whistles too big for their business boilers. They did not stop and consider that 10 per cent. depreciation, and 7 per cent. interest on a $5,000 investment—$800 a year— was a loss too heavy for their business to carry.

Well, we consider that the druggist has installed a fountain within his means—a well-built, well-insulated, ice-conserving apparatus that can be depended upon to deliver the best soda water at all times. What is the next step?

A Common-sense Menu. The too elaborate menu has killed more soda fountains than the mortgages on the fountains—and that is a statement filled with suggestive fact.

The new-comer in the field of iced and sweetened fountain beverages, in nine cases out of ten, errs on the side of too great variety, too complex formulas, and too great an expenditure for materials and service. He has not learned by experience that the cost of compounding fancy sundaes is far in excess of that of the simpler forms of fountain goods, and that while he may be making a good profit on the five-cent concoctions, he may be losing on his 10-cent specials. If the latter, there are undoubtedly certain easily-to-be-discovered reasons. Maybe the dispenser is using too great a variety or too large an amount of extra materials, or is devoting too much of his time to the making of the special. The remedy, of course, is a higher price.

PLAYING SAFE.

The fountain operator to make money, then should carefully figure interest, depreciation and charges for salaries, rent, light, etc., as a part of the cost of each drink or dish sold. In the second place he should stipulate, after careful experiment, the exact amount of materials to be used in every article sold, and so supervise his dispensers that they will not exceed these amounts. Again, he should not overload his menu with elaborate items, but always remember that the dispenser who is confined to a modest line of specials can increase his output rapidly in rush hours, to the financial advantage of the employes. Finally, he should get his price. No matter what competitors do the fountain operator should, after careful experiment, fix his price in accordance with his demand profit, and then get that price.

Only by regulation of the amount of materials used, by supervision of the compounding and dispensing, and by an exact recognition of all the costs, can the druggist place his fountain upon a definite profit-producing basis. If he succeeds in this—and he can if he will—he will be on the highway to riches.

New School Blanks.

The popularity of school blanks depends largely on the styles of covers. Dealers will find the new lines of Buntin, Gillies & Co., Ltd., Hamilton, attractive to children wherever shown. One of the new designs is illustrated here.

Crusty Traveler, in railway carriage, caustically: "I am glad to see your baby has stopped crying, madam."

Mother—"Yes, sir. You are the only thing that's pleased him since he saw the animals at the Zoo!"—Melbourne Australasian.

"An' you were at MacDougall's last nicht — what kind o' a mahn is he?"

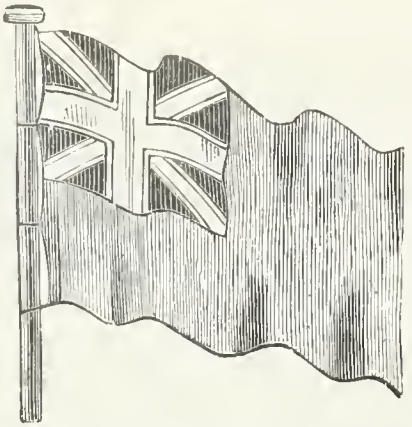
"Leebral wi' his whisky—but the quality o' it's that indeeferent I verra near left some!"— Boston Transcript.

Pill Excipients.

The following article, dealing with pill excipients, by G. Griggi, is taken from the Pharmaceutical Journal (Eng.) but originally appeared in a Portugese Pharmaceutical paper.

It will be found valuable for ready reference.

(1) For antipyrine, sulphonal, trional, terpin hydrate, betol, benzonaphthol, exalgine, citrophen, salophen : Rub down with milk sugar, add a little mucilage water, and then a drop or two of glycerin. Manna is an alternative. (2) For quinine salts: As above, or use honey and manna. (3) For calomel, mercuric chloride and mercury salts : Manna or gum acacia and water ; or wheat flower with a little glycerin. (4) For chloral hydrate and unstable salts : Canada balsam and beeswax in equal proportions with kaolin to pill consistence.
For alkali and other iodides : Crumb of bread or wheat flour ; or as (4). (6) For iron chlorides or bromides : Honey or manna, with a little gum acacia. (7) For gold or silver salts, permanganates : Recently calcined kaolin mixed with equal parts of melted petrolatum and hard paraffin ; or white bole and petrolatum. (8) For aloes, gamboge, ammoniacum : A few drops of alcohol, 60 per cent., or gentle warmth. (9) For Venice turpentine, tolu balsam, benzoin : Mix with hot water, knead and roll. (10) For creosote, guaiacol, and similar substances ; for phenol, eucalyptol, cumenol, and orange flower oil : (a) Warm for about two hours on the water-bath with an equal weight of powdered almond oil soap ; mass with soap powder, or powdered licorice, or one-twentieth the weight of magnesia, and one or two drops of water. (b) Mass with powdered benzoin, and roll in magnesia. (11) For terpin hydrate and terpinol : Mass with sodium benzoate, powdered sugar, powdered gum acacia, and water, or, better still, Venice turpentine. (12) For balsam of copaiba, turpentine or tar : To each 15 grammes add 1 gramme of magnesia and two drops of water ; then warm. If powdered cubebs are to be added, mix this first with wheat flour. (13) For camphor, castoreum, musk, asafetida : Mass with powdered benzoin and alcohol ; or with white beeswax and Canada balsam melted together. (14) For croton oil, thiol, ichthyol : Wheat flour and confection of roses ; or soa and wheat flour. (15) For phosphorous : Dissolve in oil of sweet almonds and mass with powdered licorice or powdered soap. (16) For alkaloids, glucosides, phosphides, and kakodylates : Mix with milk sugar and powdered gum acacia ; mass with honey. (17) For iron citrate, oxalate, or tartrate: Use 1 drop of glycerin to every 15 grammes, and then licorice extract. (18) For iodoform, di-iodoform, aristol : Wheat flour, glycerin, powdered gum acacia, and manna. (19) For pepsin, peptone, pancreatin, diastase : Canada balsam and yellow wax, with sufficient kaolin to mass.



"FOR KING AND COUNTRY"

OUR CONTRIBUTION :

Private Office	-	2
General Offices	-	32
Warehouses	-	57
Laboratory	-	19
Wet Rooms	-	13
Dry Rooms	-	6
Sundries Rooms	-	8
Patent Rooms	-	5
		142

God Save the King

EVANS SONS LESCHER & WEBB LTD.,
LIVERPOOL AND LONDON

The above is a reproduction of a card recently issued by Evans Sons, Lescher & Webb, Ltd., of London and Liverpool. Just imagine ! as many as 142 men from one firm have answered the call to fight for the old flag. This is another example of the splendid spirit which has prompted all England "to do or to die." Those who are not fighting in the trenches are fighting at home by keeping "business as usual." The most wonderful part of the European crisis is the steady, firm and apparently "undismayed" attitude of the English people.

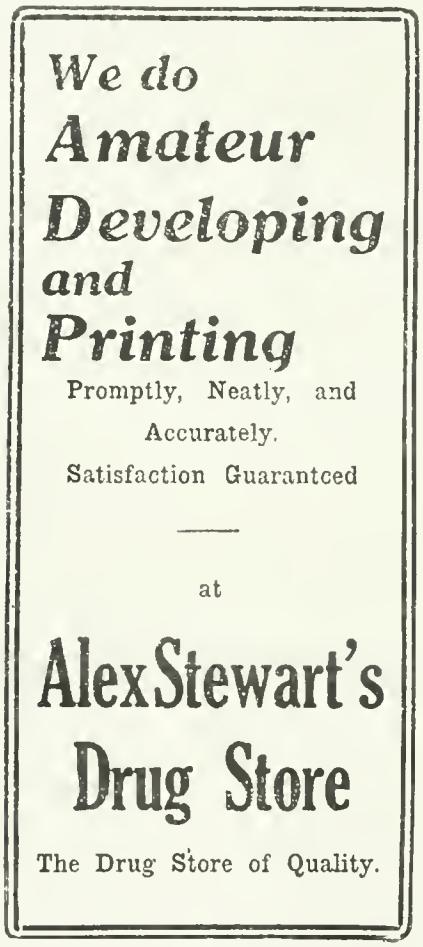
The original card was sent by Sir Edward Evans to Mr. T. A. Henderson, of the National Drug and Chemical Co.

"I want to sue Dr. Blank for heavy damages!" said the citizen, entering the lawyer's office. "What has he done ?" asked the attorney. "When he operated on me he left a pair of surgical scissors in me. How much can I sue him for ?" "Oh, don't sue him at all," counseled the lawyer. "Just send him a bill for storage."

Advertising in the Drug Store.

Retail Druggists take advantage of local newspapers and other forms of advertising in order to push special lines.

The local newspaper has claimed a good portion of advertising from retail druggists in the smaller towns. Many druggists, both in the small towns and in the suburbs of the cities, are also making use of dodgers or pamphlets. These, as a rule, are issued monthly, and, in some cases, weekly. Both these forms of advertising are good. The dodgers are, of course, delivered to every house, and therefore come directfy to the household. This seems to



be a good way of bringing special lines or even the regular line of goods directly before the consumer's notice. Of course the newspaper advertising is always good, particularly in the small towns where the druggist is an important man.

The accompanying illustration was taken from a Guelph paper. Mr. Alex. Stewart, who is well known, not only in Guelph, but all through Canada, is a strong advocate of advertising.

It will be noticed that the advertisement draws attention to the fact that "Amateur Printing and developing is done on the premises." This is a point which should not be overlooked. It clearly states what is being specialized. The trouble with the majority of druggists is that they use too much copy in a small space. The result is that very few people read it. This is what we call a good readable advertisement.

Speaking of retail advertising in the drug store, Mr. Frank Farrington, in his book on Retail Advertising Complete, says: "One advertisement should make one point advertise one line. Mixed advertisements are like mixed window displays, poor business getters." It is not suggested by this, of course, that one article should be advertised on one show card or in one advertisement. This object is, as above stated, to bring out quite prominently what you are advertising, and this cannot be done by mixing up various articles in a small space.

Another good suggestion is, never keep the same show card in your window for more than a week. And never let your ad. in the newspaper or dodger go without being changed frequently. They become stale, and people get tired of seeing them.

The illustration below is a reproduction of a circular recently sent out by Wrigley's, advertising their double-mint chewing gum.

Will you favor us by trying the enclosed sample of

the latest WRIGLEY Product? It has a DOUBLE STRENGTH PEPPERMINT flavor.

It is double wrapped to bring it to you fresh and full-flavored, and in every respect up to the standard of our famous WRIGLEY'S SPEARMINT

The only difference is the flavor.

Many people are fond of PEPPERMINT and we think when you express your opinion of WRIGLEY'S DOUBLEMINT, you will admit that we have used our 23 years of experience in the Chewing Gum business to good advantage.

Chew either WRIGLEY'S SPEARMINT or WRIGLEY'S DOUBLEMINT after every meal--the result will please you.

Thank you.

Yours for benefit to teeth-
breath, appetite and digestion,

W. Wrigley Jr Co. Ltd

P.S.-There is no excuse for your retail dealer not having WRIGLEY'S DOUBLEMINT in stock. It is sold by every jobber in Canada.

TANGLEFOOT

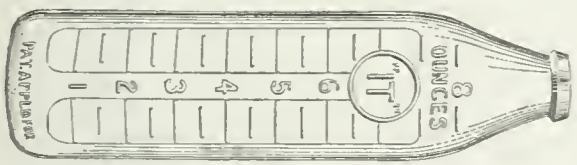
The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

THE NEW NON-ROLLING ROUND NURSING BOTTLE

"IT" STANDS GOOD. "IT" LIES QUIET.

It is made in beautiful white flint glass, is handsome, and sells. Canadian trade supplied by the Richards Glass Co., Toronto, Canada, and lettered with your name if desired.



T. C. WHEATON CO.
Expert Bottle Blowers
N. Y. Office: 132 Nassau St. - MILLVILLE, N.J.

Mr. Druggist

are you putting in a new stock of these goods for the spring and summer trade?

Mr. Druggist

Do you realize the value of these goods in your store all the year round?

The hot weather will be upon us in a short time. This is the time when there is a great demand for these goods. Every druggist should write at once for prices and endeavour to get in a stock early. Don't wait till you are asked for the goods. Get them now. You will sell them.

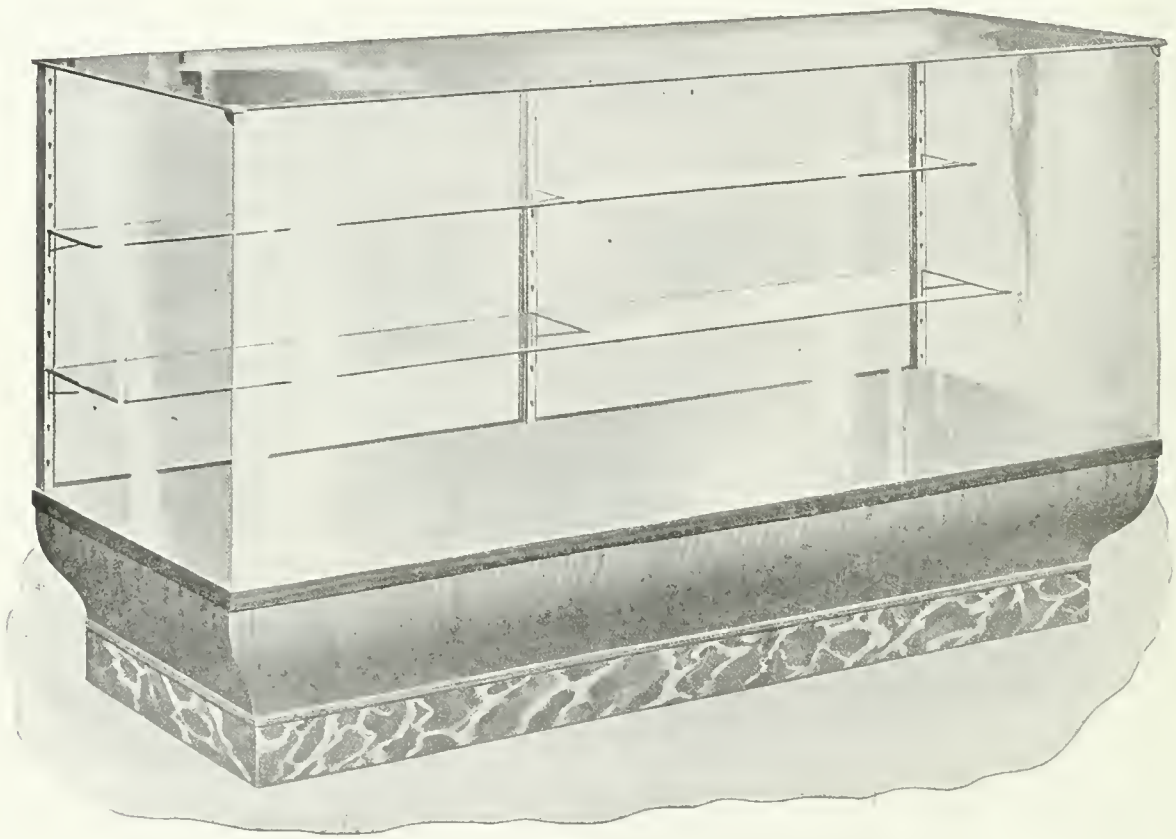
Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
Cerate Ointment
Piles Remedy

Vanderhoof & Co. Limited

WINDSOR ONTARIO

SHOW CASES

Are you going to have satisfaction or dissatisfaction for a fixture in your new business? Kent-McClain fixtures satisfy.



KENT-McCLAIN Limited

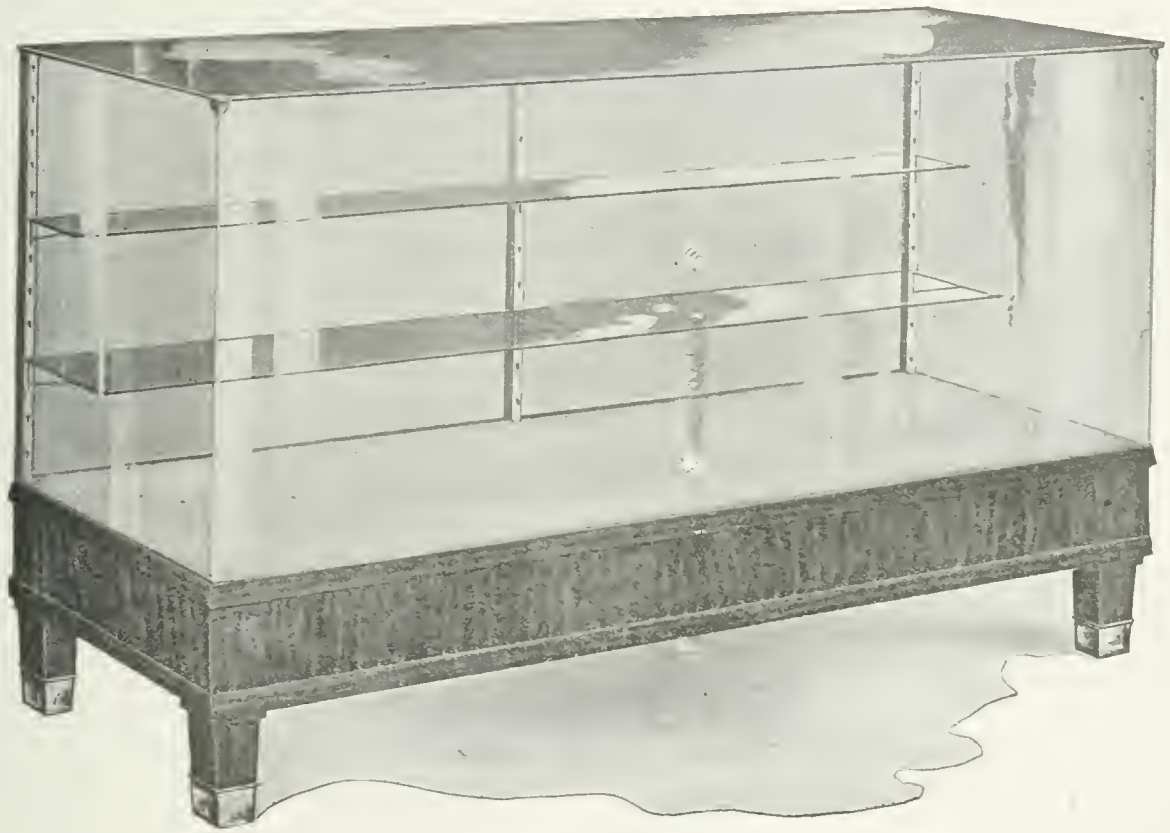
(Toronto Show Case Co.)

181-199 CARLAW AVE., - - Cor. Queen St. East,

TORONTO

SHOP FITTINGS

Write or call at our factory for particulars.



KENT-McCLAIN Limited

(Toronto Show Case Co.)

181-199 CARLAW AVE. - - Cor. Queen St. East

TORONTO

THE
CANADIAN DRUGGIST

Monthly. Established 1888.

The CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

$1.00 Per Year

The W. J. DYAS PUBLISHING CO. Limited, Publishers.

Office of Publication

Dineen Building, Temperance St., Toronto, Canada

Telephone, Main 3203. Cable Address: SAYD, Toronto

Representatives:

CHICAGO, ILL.—E. J. Macintyre, People's Gas Building.

ENGLAND—The Canada Press, 16 Regent St., S. W., London. Telephone Regent 118.

FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

A Bright Outlook.

The comparatively few failures in the drug business is certainly an indication of at least normal conditions in business, and probably the most discouraging sign, and one which is calculated to do harm, is the pessimistic attitude of some business men who lack courage and determination to win regardless of the faint-heartedness of some whose vision is always through a dark glass.

Although there may be a temporary slackness in the sale of some lines of goods, yet on the whole there is no reason for anything but optimism when we take a general view of the situation as it is at present, or of what the future certainly appears to have in store for Canada.

Millions of dollars are being paid out by the British War office for supplies of all kinds, and this money is in general circulation through the medium of labor entailed to fill these contracts.

Prices for wheat and produce of all kinds are high, and although this affects the consumer, adversely, yet the farming community benefits wonderfully by it, and this is the backbone of Canadian wealth at present.

With the conclusion of the war, which we all look for before very many months have elapsed, there will undoubtedly be a vast emigration into this country of those who will add to our wealth by producing, as they will no doubt be of the farming class, and thus relieve the discrepancy which exists between production and consumption, which there is no doubt has been the reason for the increased cost of living.

Add to all this the lessons learned under present conditions for economy, and the future we believe has in store, and that at no distant date, a condition of commercial activity hitherto unknown in Canada.

The business man who is filled with optimism and works along the line of preparedness for the still larger outlook of the future is the one who will reap the largest returns, and there is nothing to warrant anything but an optimistic look, and all classes of business men will share in the general prosperity which undoubtedly will be ours.

The War Tax.

The value of co-operation and joint action was demonstrated on the occasion of the deputation which waited on the Minister of Finance recently in regard to the War Tax applied to the drug trade.

Representations of the Canadian Pharmaceutical Association, the Wholesale Druggists' Association, the Proprietary Articles Association and the Perfumers' Association met the Hon. Mr. White by appointment and went thoroughly into the merits and demerits of the proposed war tax on proprietary and toilet articles.

The delegation were greatly pleased with the reception given to their suggestions, and the Minister of Finance went into the whole matter in a manner that showed that he not only wanted to benefit from the suggestions but that the Government also want to deal justly and to prevent any undue hardship to any section of taxpayers.

As the amended schedule has not, up to the time of writing, been brought before Parliament, it is deemed proper not to publish anything until such time as the Minister beings it up in the House and the press has been advised that it is not only expedient but in the interests of the drug trade while the matter is, as it were, "sub-judice" to give publicity to any proposed measure.

Since writing the above the Finance Minister has announced the new taxes, just as we go to press :

The tax on patent medicines, which by the first announcement was to be 10 per cent., has been decreased to four per cent., Thus each 25 cent article must have a one cent stamp, which stamp is to be affixed at the time of sale, and as the selling price advances, one cent for each additional twenty-five cents or fraction thereof.

The list of exemptions from new tariff increases is supplemented by milk for Infants' Foods, and phosphate of lime, sulphate of ammonia, nitrate of soda, sulphate and muriate of potash imported to be used as fertilizers.

On non-sparkling wines the tax was first put at five cents per quart or less ; it will now be three cents.

The Sale of Habit-Forming Drugs in the United States.

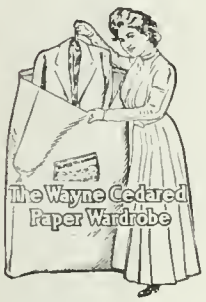
The U. S. Congress, during the session just closed, has placed on the statute book a law which it is hoped will have a salutary effect on the use of habit-forming drugs. This law, it will be observed, imposes heavy obligations on druggists and also on physicians.

Under this statute, opium, peroin, codeine, cocaine, morphine, and all other like preparations are withdrawn from sale except under certain restrictive conditions. These conditions, if carefully ob-

WAYNE CEDARED WARDROBES Canadian Made

Sold from "Coast to Coast."

MOTHPROOF, DURABLE, GERMPROOF.



Orders are now being filled.

Send your order early.

Made in Canada solely by

VICTORIA PAPER & TWINE CO., Ltd.
TORONTO, CANADA

Advertising matter supplied gratis.

Kohler's Cocoa

Delicious, Nourishing, and Easily Digested.

THE LATEST! THE BEST!

Obtainable from all Chemists and Stores in 2-oz., ¼-lb., ½-lb., and 1-lb. Tins.

Our Canadian Pharmaceutical Specialties are made in Canada expressly for Canada by a very well-known Canadian

Further they are Canadian in Quality, Ethics and Elegance—in short always dependable
Your physicians will receive samples of and Literature on

Ergotole **Lapactic Pills** **Sedatole** **Pan Peptic Elixir**
Sal Laxa **Milk of Magnesia** **Lithiated Sorghum Comp.**
Pill Phosphorus Amorphous 1 gr.

YOU will receive Prescriptions and Orders for them.

FRANK W. HORNER, Limited

142 St. Urbain St., Montreal

OUR CANADIAN DISTRIBUTOR
Will gladly quote prices and promptly fill your orders

SHARP & DOHME
Chemists since 1860

Laboratories, : Baltimore
General Offices, New York

American Branches—CHICAGO, NEW ORLEANS, ST. LOUIS, ATLANTA, PHILADELPHIA

served, are calculated to minimize the evil, if not to wipe it out altogether. Every person or company dealing in the objectionable drugs, whether by wholesale or at retail, must take out a license from the Bureau of Internal Revenue, and must make an annual return of its purchases and sales. The return must give the name of the parties from whom the purchases are made, and the names of the persons to whom the sales are made.

No sale can be made except by written order, no matter how small the amount, and the written order must be held for inspection by a Government officer or any other person for two years. Physicians, dentists and veterinarians requiring these drugs for their patients are compelled to keep a record of the amount of the drugs dispensed, the date, and the names of the parties receiving them. The law covers a class of proprietary medicines that contain the drugs in question, and are bought by drug users to satisfy their cravings. All these medicines are saleable only under such terms as apply to the unadulterated drug. To make the law effective it is provided that any person having in his possession drugs that have not been entered by the vendors in their books as required by law shall be liable to fine or imprisonment or both.

The consumer of the dangerous drugs cannot now enter a store and buy what he wants. He must present either a prescription or an order written by himself for the drug in question. This order calls for a full description of the purchaser, including age, color of the eyes, occupation, etc. The description is filed away with the order, and is examined and reported upon by the Government inspector. The sale of the drugs, in fact, is made so irksome to parties to it, that it is expected that the drug victim, or the possible drug victim, will shrink from the red tape and the prospect of exposure which the law has provided for drug buyers and users. The law is not so strong as prohibition but the bureau can strengthen it by the regulations which that branch of the public service is empowered to make.

Buy it Now.

When the war broke out it became fashionable to do without things. Not altogether in a literal sense, but for this and that and the other thing, the inconsequences of human existence, fashion decreed that her votaries must exercise the spirit of sacrifice, and call it patriotism. We have passed through a winter of voluntary doing without, and thereby brought many worthy souls to a spring of necessitous deprivation. Men and women with comfortable bank accounts have cut down expenses far beyond the actual need, while others have reduced expenses in order to enrich themselves at the expense of others. There is a certain virtue in it, but virtue gone mad is almost as great a calamity as vice.

It is time for us who may to encourage those who may not. Merchandise of all sorts may be purchased to-day at much more reasonable prices than a year ago. There are real bargains to be had, and if we have the means it is a good time to make investments. If we follow a policy of "Buy it Now," we will be helping others and ourselves at the same time.

We, in Canada, are far from the calamity of starvation or material ruin. Even as the navy has been the bulwark of the Empire in time of war, so the wonderful natural resources of Canada will prove a bulwark of prosperity in the times of peace that are soon to follow. This will be the land of hope to many a war-stricken European, here they will renew their faith in all things. We do not want them to come to a country of internal doubt. We need a renewed confidence in ourselves, we need now to do our share toward keeping the wheels of commerce turning. We have exercised due caution, we have saved, and the need was great, and the result good. Let us now do our duty in the way of spending. If we can afford once more the inconsequences of life, let us "Buy it now."

Letters From Subscribers.

London, Ont., March 2, 1915.

Editor Canadian Druggist:

Enclosed find $2, $1 for 1914 and the other for 1915. I have enjoyed the Journal very much, and wish you every success.

Yours truly,

A. T.

Toronto, Ont., Feb 26, 1915.

Editor Canadian Druggist:

Many thanks for sample of your paper received to-day. I am enclosing $1. It looks good to me.

Yours truly,

J. W. C.

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

WINDSOR BRAND

The Canadian Salt Co., Limited

WINDSOR - ONTARIO

THE NICHOLS CHEMICAL CO., Limited

(Selling Agents for Canada)

Why and How I Am Selling Seeds.

By Billee Barrie.

The sale of seeds, bulbs, etc., has become a very important part of the business of many druggists. There is a good margin of profit, and a stock of this nature leads to sales of many other articles which the amateur horticulturist requires, and the experience of one who has made it a success will prove interesting.

Botany in the back-lots always appealed to me more strongly than the printed-page variety of the science, and I can get up more interest in a minute for a twin-flower by a mountain brook or an egg-plant's purpling globes than could be aroused in a day among the finest specimens of dried vegetable drugs. It is not surprising, therefore, that I took up the sale of seeds as a side line, because this brought me into direct contact with people who were well versed in botany of an elemental sort, real practical botanical economy, but now wholly a prosaic economy of seed, tillage and yield; there is the aesthetic side of flower-culture to raise it out of the clods.

Did anyone, I wonder, ever pick up a seed catalog and fail to experience a desire to produce of his own effort some of those smooth red tomatoes, those fawn-colored nugget-like potatoes, those aigrets of celery, those golden beans like fingers from an aztec idol—to say nothing of the stars, suns, constellations, of peculiarly named flowers? It was this thought that led me to believe that I could sell seeds to everybody who had a plot, lot or pot in which to grow something. Of course, I have not reaped 100 per cent. results, but I have built up a worth-while trade in seeds that is increasing every year.

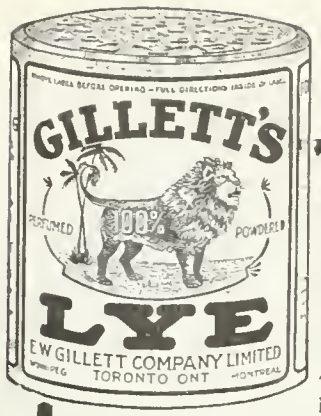
In the first place I decided that I should not confine my stock to seeds in packets. Somehow I stick to the old-fashioned idea that customers like to see what they are getting. Now, when one buys a packet of seeds he gets his money's worth, but not all in seeds—the lithographed packet costs something. I knew I could talk more convincingly about the "life" of my seeds if I could show these seeds to the customers; could cut one open now and then to convince a hard-fisted agriculturist that there was "meat" in it. Then, too, I was selling, or intended to be selling, seeds not pictures; the pictures were already in the customer's hands in the enticing catalog.

It must be admitted that there is a great deal more trouble to weigh out half an ounce of lettuce seed and put it in a small envelope than it is to hand out a packet with an unmatchable head of emerald-green lettuce on it and a dozen seeds inside. But I have found in this, as in other things, that no trouble is too great, that satisfied a reasonable customer.

In the beginning I sent to several well-known seed-growers for catalogs, and their prices and terms to dealers. But I could make little headway toward a decision as to which line to handle, from perusing the catalogs—and the profitableness was practically the same in all cases. So I began to talk to folks with gardens, folks with farms, folks with cold-frames, folks with hot-beds, and folks with flower pots. It was a case of "many men, many minds." However, there was a fair weight of opinion in favor of one grower—he was not the one whose seeds I had used in my agricultural efforts—and I decided to sell his line.

A carpenter built for me a case about six feet long, four feet high, and a foot deep. It was a simple structure divided into pigeon holes ranging from about three inches by four inches to two by three, in each of which was fitted a sliding drawer with a knob. These drawers were labeled respectively with name of the seed each contained. Out of season this case reposes in a store-room, and is brought into the store proper about the first of March. Not all of the drawers have seed in them now; and in the first year only about forty were occupied. In addition to this case I have such seeds as corn, beans and peas in bags. These are sold by measure.

A simple balance sits on top of the seed case and envelopes, paper bags, and string are close at hand. The case itself sits in the rear of the store.



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it one of thevery best cleaners for Druggists to sell.

Gillett's Lye Eats Dirt!

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Gillett's Chemical Works Established 1852.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

so that seed buyers get a chance to see the other things I have to sell.

Early in the year I check up the sales of the previous season, get in touch with new or improved strains and varieties of vegetables and flowers through correspondence with the grower and conversation with the planters. In this way I am enabled to get a pretty reliable idea as to the nature and extent of my purchases of stock. All purchases are made for early delivery. With the seeds come several hundred catalogs ; I also get a supply of envelopes and bags from the seedsman. As soon as the catalogs are received everybody in the store gets busy marking them so as to indicate what seeds are in stock. I mark one copy from the invoice, using a small rubber "fist" stamp like this ☞ on the margin opposite the name of the varieties on hand. All the catalogs are marked to correspond with this one. On the front cover is stamped a line explaining that the seeds marked with the "fist" can be supplied at once and that other varieties will be obtained to order. On the back cover is stamped the name and address of the store.

The boy is sent out to distribute catalogs to existing customers in town ; other copies are sent by mail to rural customers ; while still others are sent with a letter to prospective customers in town and country or handed to them in the store. No copies are given to children except in cases where it is known that they will be taken home and that the parents are interested. Occasionally I get the seedsman to send out perhaps five hundred catalogs to a list of names furnished by me, and I send a letter at the same time to the same persons.

Seeds are featured in my advertisements in the local paper regularly from March 1st to May 1st, and after that at intervals until midsummer. Large spaces are not used. I get cuts to illustrate the advertisements from the seedsman. About twice in April I have a window display of seeds, and perhaps one each in May, June and July. In good growing seasons I offer a few prices for vegetables or flowers grown from seeds purchased from me ; just simple prizes, such as a book on gardening or floriculture or a subscription to a home and garden periodical.

Seed-selling has brought me the trade in other lines of settled folks who have their own gardens and with farm folks with whom I now have a common topic for conversation that aids much in the telling of my story as a seller of drugs.

"The woman threw herself into the river," read the teacher. "Her husband rushed to the bank. Now, tell us why her husband rushed to the bank?"

"To get the insurance money!" yelled the class.

Stationery.

Some Very Attractive Styles Now Being Used for Invitations to Dances and Teas.

The notes sent between girl friends, sweethearts and members of a family, invitations to receptions and teas, all have their little touch of personality stamped upon their appearances regardless of what is said within.

Pure white is always suitable, especially for an elderly woman, but for the debutante an exquisitely tinted Canadian paper is in good taste. This can be had in salmon, oyster blue and dresden. Sometimes the salmon has a dull rose line and the oyster blue a cadet blue hairline around the edge.

Formerly a monogram was engraved in a corresponding shade in the corner of the sheet, but fashion no longer requires this, for the engraved initials are meant to stay, and it is the old custom and law for the girl to be ever ready to change her name when the right opportunity presents itself.

The correspondence paper for an older woman is more than ever elaborate this year. One style in pale French gray, with a heavy monogram in silver and black, is decidedly distinctive. A natural colored oak, with dull brown and gold monogram, or the shaded tints of lavender or violet, with a two-toned silver monogram, may be used by a woman who wishes something that will bespeak her personality.

The ordinary correspondence card has fallen into disfavor, yet one attractive style for those who prefer the card to note paper is being used. It has about one inch of the card folded back to form a flap and the monogram is in the centre of the flap.

A new type of paper for engraved formal invitations and receptions, teas, etc., is the panel sheet. An impressed border about half an inch wide runs around the edge, and the paper itself is long and rather narrow. Although more expensive than the usual formal style it is distinguished in appearance.

Kent-McClain Again.

Mr. C.A. Lanspeary has recently made extensive alterations and additions to his Windsor store. The new fixtures are like the rest of the store in "Mission" and constitute a very marked improvement. They were supplied by Kent-McClain Limited (Toronto Show Case Co.) of Toronto.

First Traveler—"Why is that pompous fellow strutting about so absurdly ?"

Second Traveler—"He has found some ham in his railway sandwich."—Sacred Heart Review.

New York Pharmacal Association's
PREPARATIONS

Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots). Lactopeptine Tablets
Lactopeptine Elixir, Plain Lactopeptine Elixir, Bismuth
Lactopeptine Elixir, Iron, Quinine and Strychnia
Lactopeptine Elixir, Gentian and Chloride of Iron

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine
Liquid Peptonoids
Liquid Peptonoids with Coca Liquid Peptonoids with Creosote
Phosphagon

Palisade Manufacturing Company's
PREPARATIONS

Borolyptol Velvet Skin Soap Hemaboloids
Kola-Cardinette Velvet Skin Powder

R. L. GIBSON, General Agent
88 WELLINGTON STREET W., TORONTO.

'TABLOID' (Trade Mark)
'SOLOID' (Trade Mark)
'KEPLER' (Trade Mark)
'HAZELINE' (Trade Mark)
'WELLCOME' (Trade Mark)

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The products bearing these Trade Marks are issued by Burroughs Wellcome & Co.

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'VAPOROLE' (Trade Mark)
'ENULE' (Trade Mark)
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'VALULE' (Trade Mark)
'VALOID' (Trade Mark)

C 403

HORLICK'S MALTED MILK

AT THE FOUNTAIN

Profitable. Easily Prepared.

——WRITE FOR——

Direction Cards with Formulas for New Drinks.
Attractive Signs.
Window Strips Forwarded.
All charges prepaid.

Horlick's Malted Milk Co.
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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited
Montreal Chemical Works
1-15 Dalhousie St. - Montreal

Pure Vanilla Extract.

By H. L. Miller, in "The Spatula"

Formulas for manufacture of vanilla extract from a bean are almost numberless, and it would appear that the formula to be followed or the particular process to be adopted is not of much importance, provided a sufficiently large quantity of the beans are used to each gallon and that the complete exhaustion of the strength of the bean has been secured. Various processes of exhausting the beans are in use, including maceration, digestion, percolation and a combination of any or all of these methods.

The vanilla bean is ranked among the most difficult substances from which to abstract its virtues, especially by percolation alone. The chief difficulty encountered in percolating this substance is that it is impossible to thoroughly pack it evenly in the percolator, and, of course, the menstruum will follow the lines of least resistance, so that a portion of the beans (those that are packed most closely), will not be subjected to its action sufficiently to extract virtues therefrom.

The menstruum used in extracting the bean is a combination of alcohol and water in various proportions, according to the idea of the operator as to which is the best proportion to use. Generally speaking, two gallons of water to three of alcohol, makes the most satisfactory menstruum.

Time is the most valuable factor in the production of a good vanilla, as any one may demonstrate by comparing a recent product with one made under similar conditions a year old. Various expedients have been tried from time to time, but have not proved satisfactory in hastening the ripening, and it is now generally conceded that the principal difference between the products of the large manufacturers and those of the man who makes them on a small scale is that the former are in a position to allow their extract plenty of time to ripen before marketing it, while the latter often offers his product for sale as soon as it is made, or at least within a few weeks within the time of making.

Various machines have been devised for the purpose of reducing vanilla beans to the proper condition for the handling in the making of an extract. One of the best among these is a vanilla bean chopper made in Buffalo, N.Y. This machine cuts the beans without crushing them, which avoids heating the beans, which is a decided advantage. Personally, I have obtained good results from the use of an Enterprise food chopper, using a perforated disk, with the knife operating on the outside of the disk.

The character upon which you are operating will determine largely the strength of the menstruum to be used. With Mexican beans and others not containing an excess of mucilaginous matter, ordinary diluted (50 per cent.) alcohol will give good results, while the stronger mucilaginous beans (3 parts of alcohol and 2 of water) will be nearer the required proportion. The idea of using more alcohol with the latter is to avoid getting too much of the mucilaginous principle into solution, which would make filtration of the product very difficult. It is generally advisable to experiment on a small quantity of each new shipment of beans before making up a large quantity of the extract, in order to determine the most advantageous menstruum to use.

The following formulas vary somewhat from these figures, none of them, however, using less than the minimum quantity specified. They will be found entirely satisfactory in practice, and illustrate fully the various methods of extraction in common use :

NO. 1.

Vanilla beans..... ....10 lbs.
Water ....6 gals.
Alcohol (grain), 95 per cent. ... 6 gals.

Cut or grind the beans fine and place in a vessel provided with a closely fitting cover, pour over them two gallons of water, which has been heated to boiling point ; let stand for 26 hours, stirring occasionally, then add one gallon more water (boiling), and strain through a closely woven cloth, pouring the remainder of water at boiling temperature over the dregs on the strainer. After this liquid has cooled, add the alcohol, stir well and allow to stand until no further precipitation occurs. Decant the clear portion of the liquid, filter the remainder and mix the two solutions.

Most manufacturers prefer to macerate the beans for a longer period than is called for in the above formula, Formula No. 2 makes use of the same quantities of materials, but a somewhat modified form of extraction :

NO. 2.

Vanilla beans ....10 lbs.
Water .... 6 gals.
Alcohol..... .... 6 gals.

Cut the beans very small and place in a wooden keg, pouring over them the water, which has been heated to a boiling point ; after 24 hours add the alcohol and continue the maceration for not less than four weeks. Filter and add to the filterate 3 quarts of rock candy syrup.

The addition of sufficient granulated sugar or rock candy syrup to vanilla extract to give a pleasant sweet taste is a decided improvement. It adds but little to the cost and will be found to add a smoothness to the flavor, which is unobtainable without its use. Some manufacturers use glycerine for this purpose, and still others use glycerine and syrup. The following formulas will illustrate the methods of procedure where glycerine or glycerine and syrup are used :

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

Let us place this Case of **Fresh Seeds** on your Counter

SELL as many as possible and the remainder may be returned at the end of the season at our expense. Our compact and attractive counter display case contains the assortments as above, and you will add many dollers to your profits if you let us send you one or more, as your trade requires, on commission, all charges paid by us.

Wm. Rennie Co., Limited, Toronto

The Original and Only Genuine

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EUROPEAN AGENCY

WHOLESALE buying agencies undertaken for all British and Continental goods, including

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Commission 2½ per cent to 5 per cent Trade Discounts Allowed. Special Quotations on Demand. Sample Cases from $50 upwards. Consignments of Produce Sold on Account.

WILLIAM WILSON & SONS
(ESTABLISHED 1814)
25 Abchurch Lane, London, E.C.
Cable Address: "ANNUAIRE, LONDON."

NO. 3.

Mexican vanilla beans (short) .....5½ lbs.
Granulated sugar ..... 7 lbs.
Alcohol ..... 4 gals.
Water..... 3 gals.

Cut the beans in lengths of three-quarters to one inch, place in a porcelain jar and pour over them 7 pints of water at boiling temperature. Closely cover and macerate for 28 hours. Now pass the beans through a chopper, having poured off the liquid, which is reserved to be added to them later, grinding them as fine as possible. Put the beans back in the jar with the sugar and add the water previously drained off with an additional gallon of pure water, macerate for 24 hours, with frequent stirring; then add a gallon of alcohol, macerate for a week and add another gallon of alcohol, and after another week 4 pints of alcohol. Allow the mixture to macerate for 30 days longer, then transfer to a percolator, covering with a cloth, and allow the liquid to drain off. Now mix the remaining portion of water (9 pints) with the remainder of the alcohol (12 pints) and pass this through the beans in the percolator. Made in this way, no filteration is required, and the extract is ready for immediate use, although it will continue to improve for several months.

The water used in this and all other extract formulas should be distilled water, provided this is easily obtainable. If not, a good substitute is water which has been boiled and then allowed to cool before using. By using water as it comes from the tap it is often difficult to clear up the extract, but suggestions here given will avoid any trouble of this kind.

NO. 4.

Vanilla beans ..... 1 lb.
Sugar, granulated ..... 1 lb.
Water ..... 2 pts.
Alcohol ..... 6 pts.

Cut the beans small and bruise well with sugar, place in a porcelain jar or wooden keg and pour over the alcohol and water previously mixed. Macerate in a moderately warm place for two weeks or longer if convenient and filter.

Rock candy may be substituted for sugar, and if seemed desirable, the alcohol may be reduced to 5 pints, using a pint of water extra.

The above four formulas are for vanilla extract —pure, no coloring and nothing added.

Kent-McClain Again.

Messrs. W. J.A. & H. Carnahan's drug store at the corner of Bloor & Yonge has been further improved by the addition of a "Kodak" department. These new fixtures are in mahogany to match the rest of the store. They were installed by Kent-McClain, Limited (Toronto Show Case Co.) of Toronto.

The Ambulance Construction Commission.

This is the first great war in which field motor-ambulances have been extensively used. It was inevitable that many defects should be found in existing types, and in various quarters experts began to ask whether something could not be done to standardize the patterns and to improve the type. At the instance of Mr. Henry S. Wellcome, the founder of the Wellcome Bureau of Scientific Research, a Commission has been formed, and the names of the members show at once that the matter is regarded as of first importance by those most intimately connected with the welfare of the wounded soldier.

Sir Frederic Treves, whose long experience and distinguished service specially fit him for the task, has consented to be the Chairman. The Admiralty is represented by the Director-General of the Medical Department, R. N., while the Quarter-Master General to the forces and the Acting Director-General, Army Medical Service, represent the War Office. The British Red Cross Society is, of course, represented by Sir Frederick Treves, and the St. John Ambulance Association by Sir Claude Macdonald and Sir John Furley. The remaining members are all experts. This Commission will first and foremost act as a judging committee for the award of prizes of the value of £2000 provided by the Wellcome Bureau of Scientific Research. These prizes are offered for the best designs of an ambulance-body which shall fit a standard pattern motor-chassis for field motor ambulances. The last day for the receipt of competing designs is June 30, 1915. It is hoped that the competition will bring in a number of ingenious designs, from which the ideal field ambulance body will be evolved.

It may be asked why the competition is restricted to designs for a body and not for the complete ambulance, including a chassis. The reason is that a chassis takes much longer to build than a body, and that, when war breaks out, it is impossible to get at short notice anything like a sufficient number of any one type of chassis. On the other hand, a standardised body to fit any chassis of approved dimensions can be constructed in numbers at comparatively short notice. And a perfected body is badly wanted to ensure complete comfort for the wounded.

It is hoped that the information obtained by the competition, and in other ways, will be published in some permanent form, available for future reference. Probably in addition to one design of special excellence, there will be submitted various ingenious suggestions which may be incorporated in the pattern design approved by the Commission. For these, a portion of the prize money has been set apart. The first prize is of one thousand pounds, the second of five hundred pounds, and the third of three hundred pounds.

Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

It is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is **our exclusive property.** We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

The Consolidated Fruit Jar Co.

New Brunswick, N. J.

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Sprinkler Tops,
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The greatest work ever written on the Eye has been prepared by fifteen Specialists, who are pre-eminent authorities on Optical, Optometrical and Opthalmological subjects. They have covered the field as it has never previously been covered, and their master work is now contained in our course of Ophthalmology.

Tens of thousands of dollars and years of tireless labor have been expended to place within your hands sure, safe methods of a non-drug, non-surgical nature that assures relief and cures in a thousand and one abnormalities and diseases of the eye. Send for information regarding attendance and mail courses, also $1,000 Scholarships and Gold Prizes.

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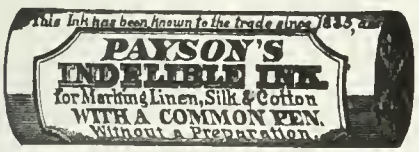
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INDELIBLE INK
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WITH A COMMON PEN.
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La-rola

THIS DAINTY TOILET PREPARATION protects the skin from the effects of Frost, Cold Wind and Hard Water, and prevents Roughness, Redness, Irritation, Chaps, etc. It keeps the skin Soft and White, and adds the charm of youth to the complexion. **It will keep the skin in a perfect condition during the coldest winter**

It is a Perfect Protection to the Skin during All Winter Out-door Exercise and Sports

Sole Makers: M. BEETHAM & SON, Cheltenham, England
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Photography.

How to Make Your Own Pyro for Developing Photos.

As "PYRO," like most of the chemicals employed in photography, is chiefly manufactured in Europe, and there may be difficulty in obtaining needed supply, an English chemist suggests possible interest in a new method whereby a solution of "pyro" for use as a developer may be quite easily and cheaply prepared from time to time by the photographer himself.

The method is based upon the use of glycerine with the pyrogallic developer, advocated some years ago, and conforms to the theory that if this substance was used as a solvent for gallic acid, and the solution cautiously heated, there would be no difficulty in effecting its conversion into pyrogallol without any of those secondary products being formed which complicate the reaction and increase the expense of preparing the substance in a crystalline form.

The process employs a wide test tube, into which is placed 150 grains of dry gallic acid dissolved in one fluidounce of pure glycerin. The tube is then closed by means of a loosely fitting cork, through which a thermometer passes with its bulb immersed in the liquid.

The contents of the tube are then heated over a sand bath to a temperature of 185 degrees to 200 degrees centigrade, the latter limit never being exceeded. During the operation bubbles of carbonic acid gas will be seen to escape from the liquid. It is necessary to provide an outlet for this gas, either by cutting a notch in the work or by making a second perforation.

The heat is continued for the period of about half an hour, or until the evolution of the gas ceases, when the operation is finished. The tube is then allowed to cool, after which the contents are poured out into 33 ounces of distilled water— or cold boiled water.

A solution is thus obtained which contains rather more than three grains of pyrogallol in each fluid ounce —a strength which lends itself conveniently to most formulas in use.

It has been found that the images upon plates developed with solutions of pyrogallol prepared in this way were in no respect different from those obtained by use of an aqueous solution of crystallized pyrogallol as generally employed.

Silas—I hear your son left that small town and went to the city to have a larger field for his efforts.

Hiram—Yes ; and that's what gets me. When Hank was home, a two-acre patch was too big a field for him.

Coloring Post Cards by Means of Stencils.

When a large number of post cards have to be colored, a great saving of time can be effected by making use of stencils, and the following notes on this subject, from "Das Bild," may be found useful, as showing the lines on which the work can be done, says Photography.

The first stage in the proceedings is to color a card by hand, so as to get some idea of the nature of the effect to be obtained. This should be done with the aim of getting the effect by the simplest possible means ; as when there are a large number to be dealt with, it is important to reduce the operations to the fewest possible.

When the original colored card has thus been made, the stencils have to be cut. These may be made from stout semi-transparent tracing paper, such as is on the market ; or a well-sized paper, such as writing paper, may be dipped into linseed oil varnish, hung up to drain and dry for a night, and employed while it is still slightly tacky. The cutting must be done with a stencil-maker's knife, which must be as sharp as possible, as sharply cut stencils are an absolute essential. When the stencils have been cut, one for each color, a trial of them should be made on a piece of card, so as to make quite sure that they have been cut in proper register.

Rapid Fixing.

Mr. C. Welborne Piper, in the British Journal of Photography, gives results of experiments regarding the acceleration of the fixing of photographic plates by adding ammonium chloride to the "hypo" bath. The best effect is apparently obtained with 20 per cent. "hypo" and 2½ to 5 per cent. of ammonium chloride, and the use of 40 per cent. "hypo" solution is quicker. It is suggested that the hastening of the fixing operation is due to the formation of ammonium thiosulphate, while it is pointed out that ammonium chloride, costs five times as much as "hypo." An objection by Lumiere and Seyeqitz is recalled that the use of ammonium chloride, owing to the formation of less stable silver salts, requires very careful washing if permanent results are to be praduced.

One of the latest recruits stood 6 ft. 2 in., and on joining he expanded his chest and explained, "Now for the Germans." The following day he received from London a telegram—"Heartiest congratulations, Kitchener." This was duly shown round, but next morning his pride was boundless on receiving the royal message—"The Empire is proud of you.—George." When on the third day he received a wire—"For God's sake, keep neutral. —Wilhelm," he began to see that jokers were about.

Squire's Pocket Companion to the British Pharmacopeia, 1914.

The First Edition of Squire's Pocket Companion to the B.P. was published in 1904, and resulted from the necessity of dividing the older Squire's Companion to the British Pharmacopoeia into two publications, owing to the very great increase in matter which had to be reviewed. The present, or Second Edition, follows the style of its predecessors, and is arranged in alphabetical order, thus obviating the necessity for frequent reference to the index, each monograph being sub-divided into paragraphs, first a description of the drug with its useful method of preparation, solubility, medicinal properties, dose, prescribing notes, incompatibles, official preparations, not official preparations and antidotes. This subdivision of the monographs is adopted for the purpose of making this book as convenient and practical a work of reference as possible for both prescriber and dispenser. A clear distinction in type enables the reader to distinguish at once whether a drug or preparation is official or not official, and this is further supplemented, except where the official preparation immediately follows the principal monograph, by a complete list of the official and not official preparations.

The subject of solubility has always been a feature of Squire's Companion, and dates back to the first edition in 1864. For the present volume the figures have had to be carefully revised, and where a disparity exists between the official figures and those given in the Companion, they have been carefully re-determined, and if necessary modified. As an instance of the amount of work involved on these paragraphs alone, the change of the official Ether from Sp. Gr. 0.735 to 0.720 has necessitated the re-determination of the whole of the figures relating to solubility in this menstrua.

The medicinal properties have been entirely revised and brought thoroughly up-to-date by the inclusion of many references up to the end of the year, and no single important reference to an official or generally used unofficial substance has been omitted.

Doses are given in both the Imperial and Metric systems, and are those generally used by the medical profession. In the case of toxic drugs, reference is also made to the maximum single or maximum double daily dose given in a continental pharmacopoeia.

The Prescribing Notes, which perhaps are the most useful feature of Squire's Pocket Companion, as they appeal both to the prescriber and to the dispenser, have been systematically revised and considerably enlarged. Typical instances appear under Acidum Boricum, page 22 ; Acidum Carbolicum, page 28 ; Iodine, page 478 ; Pituitary Gland, page 637 ; Salvarsan, page 734 ; Tinctures, page 855. Many excellent methods of exhibiting drugs are embodied in these prescribing notes.

The paragraphs on Incompatibles and Antidotes have been brought into complete accordance with modern knowledge and requirements.

A chapter on Therapeutical Agents of Microbial Origin has been completely revised and almost entirely re-written by Professor R. Tanner Hewlett, Professor of Bacteriology in the University of London, and includes up-to-date information on Antitoxins, Serums, Tuberculins, Vaccines, etc.

Immediately facing the first page of Materia Medica is a list of the important alterations in the new British Pharmacopoeia, 1914, and each separate monograph is clearly distinguished by a bracketed sub-title, thus, (NEW), (MODIFIED), (ALTERED), etc. Typical monographs may be selected from the following examples :—Acid Acetyl Salicylic, page 10 ; Adrenalium, page 72 ; Chloral Formamidum, page 257 ; Diamorphinae Hydrochloridum, page 324 ; Methyl Sulphonal, page 545 ; Theobrominae et Sodii Salicylas, page 847 ; a typical example of a not official preparation appears under Pituitary Gland, page 633.

Squire's Pocket Companion is a handsome volume, bound in red leather, with flexible covers, and gilt lettered. It is printed on India paper from entirely new type. Notwithstanding that it contains 274 pages more than the first edition it is a considerably smaller sized book. It gives the prescriber and dispenser a systematic and complete account of all the additions and alterations to the British Pharmacopoeia, 1914, complete and up-to-date information not only in all official but also on all important not official subjects, and an exhaustive review of over half a century's progress in therapeutics and pharmacy.

The adoption of the B.P. of the International atomic weights with O equals 16, have necessitated the re-calculation of the whole of the molecular equivalents throughout the book. An elaborate therapeutical classification of remedies, a list of remedies for special ailments, a list of the Spas of Europe, classified as to their properties and temperature, is also included in the work.

It is easy to see that convenience of reference is studied well throughout the book, as even in the index a clear distinction in type enables the preparation to be classed as either B.P. or not B.P.; the official names being printed in Roman, all the others in italics.

The book should be of considerable use to Canadian and American readers, as the preparations of the United States Pharmacopoeia are compared with those of the British and also with the French Pharmacopoeia.

PHARMACY IN GREAT BRITAIN

The Strength of the Pharmaceutical Society—A. P. A. T. A. Incident—Rules for Prescribers and Dispensers—Economy in Prescribing—Manufacture of Fine Chemicals—Scarcity of Leeches—The Drug Market.

The Pharmaceutical Society continues to flourish and prosper, its membership now being well over 8,000, an increase of several hundreds on the previous year. About half the registered pharmacists in this country are now members, which may be regarded as good, since the number includes most of those who are in business on their own account. The Registrar's report, which has just been presented, shows that a large number of alleged cases of infringement of the Pharmacy Acts was investigated last year, and that in a number of cases legal proceedings were instituted. To be precise, 1113 cases of alleged infringement were investigated and proceedings taken in 239 cases; in nearly all the latter the Society was successful. The chief offences consisted in the sale of poisons by unqualified persons, and the keeping of open shop by persons not entitled to do so.

* * * *

The Council of the Proprietary Articles Trade Association has been confronted by the question of the inclusion in the list of protected articles of many products of German make. Twenty-three members of the Manufacturers' Section sent a memorial to the Council to the effect that they would consider the desirability of resigning from the Association if any more subscriptions were accepted from German manufacturers or their agents. After considering the matter the Council directed the Secretary to write to the complaining members to the effect that the only action which it was expedient, or, in the circumstances, feasible to take was to direct that when it was shown that stocks of any article on the Protected List held in this country were exhausted and could not be replaced, except by importation from any of the countries with which our Empire is at war, that article should be forthwith removed from the protected list. The Council took the view that stocks of articles on the P.A.T.A. List, obtained from the countries in question before the outbreak of war, were still held by the wholesale and retail trade, and that it was not right that these articles should be sold without a profit, which would be the inevitable result of removing them from the Association's list. That some of the articles which had originated in the countries of our enemies were being manufactured in this country by English firms, as owners or agents. That the manufacture and sale of such articles in this country was legal, as their sales would continue whatever claim the association took. It was, therefore, expedient, so long as these articles were legally sold, that a guaranteed profit on their sales should be assured.

* * * *

The proposed rules for the dispensing of abnormal prescriptions which were discussed at the last annual meeting of the British Pharmaceutical Conference have now been considered by the Executive Committee of that body which has remodelled them and has proposed that they should be discussed by a representative meeting of doctors and pharmacists. On paper the rules no doubt are excellent, but the question is: will they be observed? For instance, one of them is as follows: "All prescriptions should be written legibly, and especially those which will probably be dispensed by pharmacists at some distance from the prescriber." It is to be feared that bad writing has become such a tradition of the medical profession that it will persist in spite of pious resolutions. A rule which is more to the point is to the effect that when it is necessary to prescribe a dose apparently excessive, that is, above the Pharmacopoeial maximum, the quantity ordered should be initialled so as to indicate to the dispenser that the apparent over-dose is intentional. With regard to dispensing it is proposed that when substances are prescribed which are incompatible it should be understood that simple means may be taken by the pharmacist to minimise any objectionable features of the resulting product. In prescribing a proprietary article which is needed very urgently and cannot be immediately obtained it is suggested to make it a rule that if an alternative preparation is permissable that fact should be indicated on the prescription.

* * * *

The British Medical Association is endeavoring to encourage economy in the prescribing of drugs that have become scarce as a result of the war. The Association enjoins practitioners to order the following drugs with due discretion:—Salicylates, acetyl salicylic acid, salol, liquid paraffin, lanoline, novocaine, ichthyol, eucaine, protargol, juniper oil, paraldehyde, thymol, phenazone, phenacetin, barbitone and potash salts. In order to economize on insurance drugs, a London doctor suggests a set of rules, of which the following are examples: Avoid use of preparations containing alcohol, when possible substituting other menstrua and vehicles. Compressed drugs, tablets and triturates, etc., are cheaper than pills, powders and lozenges, etc. They can be used in making mixtures also and have the

advantage of being accurate in dosage. Prescribe mixtures as concentrated, and consequently, the dose as small as possible ; it saves time and trouble, and the patient will call less often for his refill. Avoid the use of all patent and proprietary medicines.

* * * *

The Government scheme for the manufacture of coal tar colors is still in the controversial stage, but it is thought that a modified scheme will shortly be agreed upon. In the meantime steady progress is being made with the manufacture of fine chemicals in this country. Among those that are being made here are acetyl salicylic acid, salicylate of soda, salicylic acid, phenacetin, hydroquinine and amidol, but up to the present the output in most cases is not sufficient to meet the demand.

There is a great dearth of leeches, and in order to make up for the deficiency to some slight extent a small supply of leeches which are used for blood letting in India (Limnatis granulosa) has been imported.

* * * *

The drug market is very busy, much extra business having been caused by orders from the Army Medical Service. Prices, generally speaking, have an upward tendency, which is most pronounced in the case of synthetic drugs.

High-Grade Candy as a Side Line of the Retail Druggist.

By J. W. Peyton.

I know of no more attractive or profitable side line than highgrade candy in attractive packages.

The first consideration is the brand to handle. Of course, any one already in the game has his own pet brand, but it is only fair to state that there are many good ones.

The one best known in your community, everything else being equal, is the one to handle, if it can be had.

If your competitor hasn't this one don't feel badly, for with any good candy and plenty of hard work you will be sure to get your share of the business. Right here I might add that the candy business is growing very rapidly, and there seems to be no limit to its possibilities.

The experience of the writer was to take a comparatively unknown brand, selling at that time for 60c. the pound retail, changed in a few months to 80 cents, and for a long time nearly every customer would say, "I won't pay you 80 cents ; I will go to Blank's and get Blank's at 80 cents." (He carried a well-known brand.)

By the methods I will now take up in detail we made ours the best known brand in this community.

Now for sale methods and publicity. Keep your candy well displayed in a nice candy case ; and if in the summer, in a candy-refrigerator case. Have the case located in a prominent part of the store, near the door, if possible, so that every customer will see it coming in and going out. Keep a complete assortment of packages, and keep them well displayed. Have plenty of signs telling both of quality and freshness.

If in summer, and kept in a refrigerator case, lay great stress on this fact. The fresh story must be one of actual fact, as success depends greatly on always offering fresh goods. Far better lose some candy occasionally than sell stale candy. However hard you may try, a stale box may get out at some time, and when this occurs make it good with a fresh one without a word, unless it is to say that it affords you pleasure to adjust the matter in this way. In most cases the manufacturer will make this good.

Make orders small and often in the hot season, and always by express. It is a fine ad. to have a customer call for a certain package and find it out of stock, for in this way and in no other can you convince him you actually sell fresh candy. When a shipment is received take every package out of the case and put it in the case in such a way that the candy on hand will be sure to be passed out first. With this method there is practically no chance for stale candy. The brand we handle always comes by express, even in December, when the shipment amounts to more than two tons.—Pacific Pharmacist.

Books.

The extra Pharmacopoeia, 16th edition, by W. H. Martindale, Ph.D., Ph.C., F.C.S., and W. Wynn Westcott, M.B., D.P.H.

This indispensable work which has now reached its sixteenth edition in one of the books dealing with pharmacy that no chemist or druggist can afford to be without, embracing as it does in small compass both "official" and "un-official" preparations, showing at a glance which would otherwise take much time and patience to discover in some text books.

This work is now published in two volumes, and in the language of the Preface "Volume I includes every thing the physician and pharmacist is likely to require for immediate reference on therapeutic matters, while the second volume acts as a supplement for further study."

H. K. Lewis, publisher, 136 Gower St., London, E.C., England.

Volume I, 14 shillings net ; volume II, 7 shillings net.

"How is it you were so long over your work to-day ?" she asked.

"Sure, ma'am," replied the servant, "you were watching me most of the time."

SANITIZED CANADA OVALS

Washed all ready for use with Corks

PRICES :

1-2 oz. 5 Gross Cases	$1.90 per gross
1 oz. 5 Gross Cases	2.22 per gross
2 oz. 3 Gross Cases	2.48 per gross
3 oz. 2 Gross Cases	3.05 per gross
4 oz. 2 Gross Cases	3.40 per gross
6 oz. 1 Gross Cases	3.92 per gross
8 oz. 1 Gross Cases	4.65 per gross

5% off in 5 case lots. 10% off in 10 case lots, one delivery.

5% for cash 30 days.

SEND US A TRIAL ORDER

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The Best Value For Druggists Is

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DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

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WHOLESALE DISTRIBUTORS FOR CANADA

Stay at home while you study Pharmacy. We teach you by mail. We give you the same instruction that you get at college.

Our course is adapted to the individual needs of Canadian students who contemplate a change into the States or take Pharmacy board examinations. Hundreds testify to the great value of our course.

Write for our prospectus and particulars. Our terms are easy.

The Ohio Institute of Pharmacy, Columbus, Ohio

SHOW CARD Lettering Supplies

WE CARRY A FULL LINE OF

MARKING PENS, SHADING PENS, BRUSHES, AND SHOW CARD PAINTS.

Our own book, **Druggists** and **Dispensers** Show Card Instructor, is a comprehensive work on Pen and Brush show card lettering, and the price is but $1.00, postpaid. All orders receive prompt attention.

Write for catalogue, it's free postpaid to all interested.

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PONTIAC, - MICHIGAN.

Trade Notes

J. D. McEachern, Tyvan, Sask., has sold out.

F. B. Bond, Galt, Ont., is closing out business.

C. J. Dickson, Galt, Ont., is closing out business.

Jas. Chalmers has opened a drug store in Aylesbury, Sask.

Mr. R. Harvey, druggist, has opened a branch store in Calgary, Alta.

C. S. Kemp, Edmonton, Alta., suffered loss by fire.

J. D. Copeland, Antigonish, Nova Scotia, is dead.

D. R. Black, Cartwright, Man., has sold out to W.P. Duncalfe.

Ogema Drug and Stationery Co., Ogema, Sask., was burnt out.

Merrick & Co., Lac La Biche, Alta., have opened a drug store.

A. R. Bonham, Toronto, druggist, has sold out to W. J. Stephens.

Barnes Drug Co., Sault Ste. Marie, Ont., suffered loss by fire.

G. E. Chambers has succeeded G. A. Shearin, Bolton, Ont.

C. A. Lanspeary has succeeded L. H. Hobson, Windsor, Ont.

Sweet & Brown succeed C. W. Sweet, Ceylon, Saskatchewan.

The Depot Drug Co. has started a new business in Calgary, Alta.

R. M. Colley, Bentley, Alberta, has opened a drug store.

Albert Saunders, druggist, Strome, Alta., is starting in business.

F. A. Douglas, druggist, Leslie, Sask., has started in business.

Wm. Shepherd, Winnipeg, Man., druggist, is starting in business.

Dr. Masicotte has commenced a drug business at Halkirk, Alta.

G. M. Knight has opened a drug store at Vanderhoof, B. C.

G. B. Reid, formerly of Bloor Street, has moved to Logan Avenue, Toronto.

A. Prouse, of Kingston, Ont., suffered loss by fire on February 6th.

A new business has been opened at Holden, Alta. by S. J. Farrell.

The drug store of Dr. Paterson, Ogema, Sask., was damaged by fire.

L. J. Cote has opened a drug store at 3085 Casgrain Street, Montreal.

The business of C. N. Reynolds, Dundas, Ont., has been closed.

R. Gatenby has succeeded Hawkins, Ltd., in the branch at Hamilton, Ont.

D. J. Matthews has succeeded R. H. Nixon, Georgetown, Ont.

The Three Rivers Pure Drug Co. has been registered at Three Rivers, Que.

The People's Drug Store has succeeded J. Agustus, Winnipeg, Man.

A. M. Day, Consort, Alta., suffered loss by fire in January.

N. J. Mitchell has started a new business on Danforth Avenue, Toronto.

C. James succeeded Combe & Moore in their branch store at Dubuc, Sask.

Palsson Bros., druggists, Arborg, Man., have sold out to Gretchen Bros.

A. Creighton, Lacombe, Alta., dealer in drugs, etc., has started in business.

Independent Drug Store, Ltd., are to be successors to Marrett & Reid, in Vancouver, B.C.

The Defender Photo Co. have moved their Toronto office from 102 Stair building to 127 Bay St.

W. W. Emerson, formerly of London, Ont., has opened a drug store on Dupont St., Toronto.

Richardson Bros., druggists, Medicine Hat, Alta., have sold out to G. P. Souch.

The Watson Drug Co., Watson, Sask., have sold out to W. F. Rea.

J. A. McMillan, Saskatoon, Sask., druggist, is contemplating starting in business.

Dauphin Pharmacy, Dauphin, Man., has dissolved partnership. O. E. Heaslip continues.

J. H. and C. R. Wasson, have started a new business at 711 Main St., St. John, N.B.

F. W. Horner, Ltd., manufacturers of pharmaceutical preparations, Montreal, have registered.

The Europe Drug Co., Winnipeg, Man., has dissolved partnership. N. Seitel continues in charge.

Robert Fairburn, recently of Walkerville, has succeeded to the Pickering business, Orangeville, Ontario.

The Princess Drug Co. has succeeded the C. D. McDonald Co., Calgary, Alta., in the eighth Ave. branch.

Shapiro Chemical Co., Ltd., Winnipeg, Man., have made application to change the name to Kill-Em-Quick Co., Ltd.

J. E. S. McClung has sold out his business in Moose Jaw, Sask., and will travel for Martin, Bole & Wynne, of Winnipeg.

W. L. Torrance, Vancouver, B.C., druggist, is to be succeeded in business by the Independent Drug Stores, Ltd.

Pharmacist T. H. Atkinson, late of Nicola St., near Barclay, has now moved into his own building on the corner of Nelson and Nicola Sts., Vancouver, B. C.

Pharmacist J. Cairns, late of the firm of Burns & Cairns, Granville Street, Vancouver, B. C., has bought the City Drug Store, corner of Granville and Smith Streets, and will again enter the drug business.

The Martin, Bole & Wynne Co., Lt'd.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

Drug Shelf Bottles With Glass Labels

FOR SALE

6	5-12 doz	4 oz	Glass Stoppered Salt Mouth-Glass Label,	$1.75
2	5-12 "	pint "	" " " " "	2.75
3	"	quart "	" " " " "	3.50
9	"	4 oz "	" Tincture " "	1.75
2	"	pint "	" " " "	2.75
5	2-3 "	quart "	" " " "	3.50
3-4	"		Glass Shelf Jars	1.50

TERMS—Net cash, f.o.b. warehouse, Toronto.

The Lyman Bros. & Co. Limited, Toronto

Business-Opportunity Notices

For Sale, Exchange, Help Wanted, etc,, 50c. for 25 words or less; subsequent insertions 25c. Send cash with order.

Druggists and clerks ! Send for our sanitary Label Moistener, 25c. postpaid. Your money refunded if it is not just what you have been looking for. J. P. McKelvie, 9 Dineen Bldg., Toronto, Ontario.

DRUG BUSINESS WANTED

Drug business wanted showing a substantial profit with or without a good side line. A good live Ontario town preferred. Apply Box 90 Canadian Druggist, Toronto.

DRUGGIST SUNDRIES AND SURGICAL INSTRUMENTS.

Position required in Canada as manager, buyer, etc. The advertiser has for many years controlled the entire output of this line for a very large and well known business in England. Apply H. C. E. 158 Clapham Park Road, London, England.

FOR SALE.

Drug business, in Western Ontario town. Stock and fixtures $3,500, sales $6,300. Stock just taken. Good side line, small expense, in best farming districts in Ontario. Box 101, Canadian Druggist.

Two thousand dollars buys interest in one of the best paying drug stores. Good chance for a young man. Manager before long if capable. Best references. Box 312, Nelson, B.C.

One or two good lines on a commission basis for Province of Nova Scotia by Traveler having first-class connection with druggists, grocers and general store trade. Write Box 20, Canadian Druggist.

FOR SALE—SNAP.

Drug business in good Northern Alberta town, C.P.R. divisional point. Full prices. Crops A1. Established six years. Stock and fixtures $1000. Address P.O. box 89, Hardisty, Alta.

PHARMACY BOOKS.

Chrmistry and Natural History, from the library of the late Dr. Wm. Saunders, of Ottawa,for sale by Henry S. Saunders, 41 Harbord St., Toronto. Send for list.

The Wayne Wardrobe.

This Wayne wardrobe, which is manufactured by Victoria & Paper & Twine Co., of Toronto, is proving a good seller. It is made in fifteen different sizes to accommodate all kinds of wearing apparel and fabric.

The hangers are made very strong, and will sustain a weight of one hundred pounds or more without excess strain, and no stress is placed on the bag other than its own weight.

The patented clasp for opening and closing the bag is a very important feature of the Wayne wardrobe, as it makes the wardrobe absolutely moth and dustproof when closed.

The sale of the Wayne wardrobe is greatly helped by the very extensive advertising campaign conducted by the Victoria Paper and Twine Co.

We would advise all druggists to write for pamphlet and see the many good points of this modern wardrobe.

Psychology: Its Application to Salesmanship.

By Ray Augustus Albeck, P. D.

Business is supplying human needs economically, efficiently, honestly, faithfully, to the end that all parties in every transaction shall thrive and the greatest good to the greatest number follow. Business depends on salesmanship, rests on human wants.

Salesmanship is an art, because it teaches us to do; a science because it teaches us to know. It is the "backbone" of commercialism. The cheapest form of salesmanship is advertising.

A human automaton is not a salesman. "Automatonship" is not salesmanship. The "automaton" sells automatically and passively what is asked for. He is a mere order-taker. Men who work like machinery do so neither as well nor as cheaply.

The real salesman, on the other hand, is the one who not only supplies the old wants, but creates and supplies new ones. He is able to hold uninteresting goods before a customer's mind until they develop interest. To accomplish these, he must concentrate his attention on selling, make selling a force of habit, his dominating purpose in business life. It is said, "The man behind the counter makes it go." Therefore, the importance of having a good salesman in that capacity is undoubted. A good salesman is also a live advertising medium.

A sale is a mental problem. It is actually made in the buyer's mind. The stages of evolution involved in the customer's mind in the course of making a sale a reality are five in number, namely: Introduction, attention, interest, desire and last, but not least, resolve. Psychology is a scientific study of the mind. Therefore, the laws governing it can be utilized and often very advantageously applied in playing the selling game.

The elements entering into a sale are the salesman, the goods and the customer. Effective window displays and advertising, so as to forcibly attract people's attention, get the people into the store; showing goods on the inside, either by packages, show cards or clerks is the principal means of selling. In short, advertising causes investigation. It is up to the salesman to close the transaction by making the sale.

Attention makes the motive and develops interest. Business life largely resolves itself into a battle to gain people's attention. It is for this very ability that advertisers are so highly paid. Forcibly attracting the attention on anything will result in selling it providing the attention once gained is not detracted. New ideas set up counter-emotions resulting in a decline of the first desired effect.

Contrast, or comparison, is a powerful factor in securing attention. In making people think, judge and reason, it is the means of giving concepts. Since "contiguity precedes similarity," it is essential to present both objects in order to detect a similarity or dissimilarity.

Suggestion, the basis of hypnotism, is probably the greatest factor in gaining attention as regards the salesman. It is the casting of an idea into the customer's mind from an external source. The salesman can make himself that source. Every idea so suggested intends to pass into action impulsively. Suggestions set them thinking, and the more they think the more they want. Make your suggestions appealing by being seemingly interested in their needs. After wrapping the package, suggesting some other article in a rather off-hand way arouses the customer's interest, and a sale follows.

Many so-called "companionship sales" or "association sales" can be brought about by using this means to an end with discretion, such as a tooth-paste with a brush, etc.

Interest can be aroused by applying the "laws of association," which are correlation, repetition and emotional preference. Teach your customers to associate names. It is very valuable in building a steady trade on proprietaries and whatsoever else is profitable. As an illustration, get them to say Brown's blood tonic instead of thinking of blood tonic alone. Repeated sales bring stable trade. Oft-repeated acts become reflex in time. Get emotional preference by insuring satisfaction whenever practicable. Satisfaction is what customers want. Make every suggestion of satisfaction positive, not negative.

Knowledge gives birth to desire. Desire points out a path to resolve or decision. Desire is the real buyer. Work for it. Wait on it. Do not tire. He who does this is the seller who sells. Desire can be created by making the goods known. There can be no desire without first having some knowledge of the thing desired. Necessities are brought through necessity, luxuries through impulse by creating a desire.

Resolve or decision follows deliberation due to comparison. It varies with the individual. Persuasion should not be coaxed. Leave the customer's mind free to weigh for and against. Long selling talks can be eliminated and persuasion somewhat hastened by offering concrete or actual instances regarding the goods and previous purchasers. Theorizing here is valueless. Your slogan should be, "Strike when the emotional iron is hot." Make the sale impulsive. The momentary state triumphs. It is at this stage when one can, without offence, start to wrap a package.

The salesman is by no means the least important element in selling. The personality of each individual is a powerful element, which must be developed. It is not taught.

The following commendments will, if strictly adhered to, insure more successful salesmanship than merely following slipshod methods.

Make close observation a habit. Learn people as they exist, not as they ought to be. Study individual characteristics ; human nature. To discover for oneself is better than reading theory. Develop associational reasoning. The expedients that work one customer successfully can thereby be tried on others where similarity warrants.

Be enthusiastic and loyal. Money can buy brains but not a heart. Loyalty is reciprocal. It increases efficiency. Enthusiasm is fashionable. It drives conservatism out of style. Do not be overzealous in selling. This is as degrading as excessive deference is repulsive. Inhibit those emotions. Conceal your desire for their money. Make customers feel your goods are worth more to them than their money. Show your goods. Perfect knowledge is the combined product of all the senses. Do not overtalk. Knowledge transmitted by talk alone is incomplete.

Be original. The new century insists on it. Do not imitate ; try to improve present old things in new ways.

Know your goods. Knowledge is power. Knowledge plus sympathy makes a good salesman. Be prepared to answer questions exactly and give expert advice. Otherwise you tantalize your customers by your superficial knowledge. Have clear-cut images. Never use a term you cannot explain. Do not, however, pretend to know all.

Develop a retentive memory regarding the faces and incidents of each customer. You learn the stock. Learn these as well. It is a valuable and magnetic quality. Learn the stock well. It is no use to have goods if they cannot be located when needed. Develop the subconscious field, so as to have all facts ready for memory's recall.

Be obliging and civil, but not servile. Servility is as bad as discourtesy. Self-respect is respected by all, required of all. Courtesy costs nothing but patience and pays a steady dividend. Give caution, advice, suggestions politely. This puts people in the buying mood. A polite refusal is better than an unwilling action. Insults as well as deceptions deflect on subsequent dealings.

Be a public servant. All things to all men. Gratify callers to-day. They may be customers to-morrow. At all times render such service as will make their calling useful to them. Sell stamps cheerfully. Do well what others do so ill. Do not be unnecessarily preoccupied. People do not care to "butt in" to buy from you. Do not wait for people to come up to you ; go after them. They are naturally lazy, and follow the line of least resistence when about to part with their money. Be ready to do what is wanted even before that want is actually expressed. Service is a most efficient means of advertising.

Do not argue. Argument never leaves either party in good humor. Remember that a thing is the same no matter how many are the different points of view. Viewpoint varies with individual experience. Do not set yourself up as a standard by which to judge the feelings of others.

Be sympathetic, and consequently a desirable salesman. Place yourself in the other's position.

Be introspective. Study your own personal shortcomings. Do not take yourself for granted.

Be consistent. Do not blame others when prone to act the same way yourself.

Be trustworthy. Do not betray a secret told you in confidence.

Overcome aversion for selling certain kinds of goods. School the will to do disagreeable things. When emergency calls it will be ready to respond.

Instill, not suppress, confidence. Repress ideas causing wrong impressions, however.

Cater to people's selective imaginations. They often rule a sale. Experience colors the viewpoint, causing biased opinions. Never argue these opinions, even if you know you are right.

Instill confidence, faith, trust and belief. These are synonymous terms in business, any one of which may have remarkable curative effects on the body.

Be always willing to show goods and allow them to be handled. Customers very rarely will buy a "cat in the bag." Their knowledge of goods is derived from their five senses, of which the one most easily used concludes for the others. Therefore, the more dispatches the more data. Aid the transfer of perceptions by allowing the goods to be handled at will.

Goods are the merchandise to be sold. Keep the right goods and show them right. Seasonable goods or those most closely related to human needs stimulate the desire more than the remote, as they are near. Goods can be made attractive either by novel arrangement or by volume. Arrange them so they show a hospitable rather than a repelling effect. Make the goods all account, the store no account. Sell what people want, not what you prefer to sell. They are the perceptional material and the stimuli which overcome the customer's buying inertia.

Customers, incredible as it may seem, are human. Their human minds can perceive, remember, imagine, think and judge. They can be led, but not driven. They are subject to advice, caution and suggestion, which makes it possible for a "live-wire" salesman to increase his sales. Satisfied customers are boosters and assets to any store from the fact that people's emotions are contagious by sympathy. Usually customers must be won from a competitor. Some can be created by first creating their wants, then satisfactorily filling them. New ones are comparatively easy to get ; to keep the old ones in the secret of success. This can be accomplished in a marked degree by making your store agreeable to go in, be in, go out of, remember, and think of.

The Canadian Druggist

Vol. xxvii | Toronto, April, 1915 | No. 4

Spring Time.—Spring Trade.

THERE is a decided connection between these two facts—"Spring Time" and "Spring-Trade"—and with the advent of April, when all nature appears to put forth itsgreatest energies in assuming its Spring-Time garb, the live business man feels the same impulse and makes an effort to seize an opening opportunity for securing additional business.

The season of Spring has its special opportunities for retail druggists, which it is needless for us to enumerate; beginning with the busy housewife who, notwithstanding the war conditions, cannot forego the great pleasure of her Spring house-cleaning, and who will require manifold goods, which druggists are able to supply to meet her want. We might go on enumerating various special lines which appeal particularly to purchasers at this time of the year, but it would be rather superfluous in the face of the fact that our readers are quite well aware of the special articles which appeal to their customers in their various localities.

Acting on our suggestion, a number of our leading advertisers have furnished us with items dealing with the special lines which they desire to place before the retail trade at this season, and wide-awake retailers can benefit by reading these announcements carefully and acting on the suggestions contained in them.

As we said in our last issue, this is a time for optimism, and for increased activity and energy in promoting business, and the motto for the trade at this time should not only be "Business as Usual," but "More Business Than Usual."

A Review of the Markets

Showing how the prices of Drugs and Chemicals have advanced. Carbolic Acid contraband and all Synthetics held at prohibitive prices.

The general conditions that prevail in the world to-day are unprecedented, and this applies to the prices of drugs and chemicals.

When the war broke out in August last the prices on many articles became abnormally high, but at that time the stocks on hand were fairly good and fair supplies could be had; now the situation is different, and as there has been practically no supplies coming from abroad, those who have any stock are asking almost anything they like.

Carbolic Acid, which principally comes from England and Wales, is cantraband, consequently no shipments have been received on this side of the water since August, and the price has run up to $1.40 lb. in New York, and very limited supplies at that price.

All synthetics, such as Salicylic Acid, Salicylate of Soda, Acid Aceto-Salicylic, Acetanilid, Balsam Peru, Phenolphthalein, are held at almost prohibitive prices. All Potash salts are abnormally high, as the crude comes principally from Germany.

Foreign Herbs, such as Stramonium Leaves, Insect Powder, Flowers, etc., although much above normal prices now, will no doubt be higher, as the probabilities are there will be no crop this year.

Cod Liver Oil is higher than it has been in four years. It advanced $1 a gallon lately, and will likely soar in price. German demand is partially responsible for the advance.

Opium, strange to say, has not advanced as anticipated, on account of large quantities having been placed in storage in New York, while the London market, which is usually the chief market, is almost bare of stock.

Quinine has not changed much in price.

Camphor is low on account of a fight for the market between the Japanese and U. S. manufacturers, and it is said is being sold less than cost of production.

Bayers chemicals, such as phenacetine, Aspirin, Trional, etc., are almost impossible to get any more.

Glycerine so far shows little change.

Benzoic Acid and Soda Benzoate are almost at famine prices, and hard to find.

Mercury and its salts are very high in price. Why the metal should have advanced to such a high figure is hard to explain.

The Customs duty having been raised 5 per cent. on English patent medicines, and 7½ per cent. on those from other countries, prices on these goods have been advanced to that extent.

The Stamp Tax of four per cent. on the retail price of patent medicines and perfumery comes into force, we understand, on April 15th, which amounts to a tax of one cent on articles retailed at 25c. or less; 50c. articles 2c. and $1 articles, 4c., and larger prices in proportion. The stamp is to be affixed by the retailer at the time of sale, "and the cost of the stamp is to be collected from the purchaser in addition to the price of the article sold."

There is going to be considerable confusion about the price of drugs and chemicals at the present time, because there is practically no standard price, and do not think because one wholesaler is much higher or lower than another, there is any intention to be unfair, but the variance is caused by the chaotic state of the market.

Our advice under present conditions is to buy from hand to mouth on account of unusually high prices prevailing, and beware of inferior goods which usually are put on the market when values are so enhanced.

Resolution Re Stamp Tax.

The resolution regarding the stamp tax on patent medicines and perfumery has been received by the Canadian Druggist from the Finance Department, and reads as follows:

That every person selling to a consumer a bottle or package containing

(a) A proprietary or patent medicine;

(b) Perfumery.

Shall affix to every such bottle or package a stamp of the value hereinafter set out:

The retail price for each bottle or package thereof being:

Twenty-five cents or less, stamp of value of one cent.

More than 25 cents, for each 25c. and in addition for any fractional part of 25 cents, stamp of the value of one cent.

'Some' Hens.

"Speaking of hens," said an American traveler, "reminds me of an old hen my dad had on a farm in Dakota. She would hatch out anything from a tennis ball to a lemon. Why, one day she sat on a piece of ice and hatched out two quarts of hot water."

"That doesn't come up to a club-footed hen my old mother once had," said one of his hearers. "They had been feeding her by mistake on sawdust instead of oatmeal. Well, she laid twelve eggs and sat on them, and when they were hatched eleven of the chickens had wooden legs and the twelfth was a woodpecker."

IF YOUR DRUG STORE IS FAMOUS FOR QUALITY

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LITTLE CIGARS

Deserve a prominent place in your cigar case.

COLUMBIA Little Cigars are in a class of their own because of their exceptional quality and flavor.

YOUR WHOLESALER HAS THEM

A Satisfied Customer is the Druggist's Best Advertisement

The Marvel Whirling Spray Syringe

Gold Medal Awarded---Paris, 1902
By the Societe d'Hygiene of France

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully protected by patents

You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

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Sole Proprietors
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All Jobbers Sell it

The Sale of Headache Powders

Judgment on Appeal from the Decision given by Police Magistrate.

The following correspondence was recently received from the Deputy Minister :

Ottawa, March 25th, 1915.

Editor Canadian Druggist,
Toronto, Ontario.

Gentlemen,—I am enclosing a copy of a Judgment on Appeal from the decision of the Police Magistrate, dealing with the sale of "Headache Powders" and "Headache Wafers," from packages which do not bear the information required by the provisions of section 4 of "The Proprietary or Patent Medicine Act," and Section 9 of the Regulations, established thereunder (Vide Circular G. 945, copy enclosed), notwithstanding that the original container was stamped, as required by law.

The enclosed document is forwarded in order that, if so desired, it may be copied in your publication, thereby informing the trade throughout the country as to the provisions of the law in this respect.

I may say that it is the intention of the department to enter prosecution proceedings, for all offences of this nature, in future.

I remain, gentlemen,
Your obedient servant,
GEO. W. TAYLOR,
Asst. Deputy Minister and Secretary.

DAGER vs. THOMSON & THOMSON.

This is an appeal from the decision of the Police Magistrate, dismissing a charge laid by the Food Inspector against Thomsons, who are druggists, for selling a proprietary or patent medicine in violation of Sec. 4 of The Patent Medicine Act, which section is as follows :—"4. All proprietary patent medicines shall be put up in packages or bottles, and every one of these, intended for sale or distribution in Canada, shall have placed upon it, in conspicuous characters forming an inseparable part of the general label and wrapper, the name and number under which the medicine is registered, with the words 'The Proprietary or Patent Medicine Act,' and also the manufacturer's name and address, which name and number shall be sufficient identification, as to the manufacture thereof, for the purposes of section 14 of this Act."

The breach of the section alleged by the Inspector was in the sale by Thomsons to the Inspector of two individual "headache wafers." These "wafers" consist each of one dose of powder, put up in a small flat container, similar except in shape to a capsule. The "wafers" sold were taken by the druggist from a large package containing about twelve wafers. On the large package are printed in ordinary type the words required by section 4, and in large characters the letters "S H A C." On the individual container of the powder there is no subscription except the letters "S H A C."

If the whole large package had been the subject of the Inspector's purchase I assume there would have been no possible infringement of section 4.

Indeed, if I were putting my own construction on that section, I might and probably would have some doubt as to whether the actual transaction of the sale complained of was in contravention of the section referred to.

The Department of Inland Revenue, however, apparently having some doubt as to the construction of that section, and acting under the authority of Sec. 17 of the same Act, which gives the Governor in Council authority to make regulations for (amongst other things) "declaring the true intent" of the Act, passed some regulations, one of which (No. 9) is as follows :—"9. When a preparation is put up in small packages and placed in one container, each of the small packages, if sold separately or employed as a separate part of a treatment or remedy, must have printed thereon the information required by Sec. 4 of the Act, and, if they contain schedule drugs, in excess of that determined by the Department, the names of such drugs must also be printed thereon."

I think this regulation provides for the exact case now under consideration.

The wafers (namely the powder enclosed in the small packages) were "placed in one container" and were "sold separately" bringing the case in express terms within the provisions of Section 4 as construed by regulation 9.

The sale of these wafers was, therefore, in contravention of the Statute. The appeal is allowed, but as this is a test case, and as the respondents thought they were within their rights in making the sale. I impose no costs, and I make the fine nominal.

I may say that I discussed the matter in detail with my learner brother, His Honor Judge Snider, who concurs in this opinion.

(Signed) J. Monck, J.J.

COMING TO THE POINT.

Doctor (politely, but looking at his watch with visible impatience) : "Pardon me, madam, but my time is not my own. You have given me all your symptoms in sufficient detail, and now, perhaps, you will kindly—er—ah—"

Husband (not so considerate) : Maria, he doesn't want to hear your tongue any more, he wants to look at it."

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904
Grand Prize, International Exhibition, London, 1909

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STRATFORD,
LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

PHARMACEUTICAL SECOND TO NONE **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES
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ESSENCES SICCATIVES ACIDS COLLODIONS

OAKEY'S

Wellington Knife Polish—Prepared for Oakey's Patent Rubber Knife Boards and all Patent Knife Cleaning Machines. In Canisters.

"Polybrilliant" Rouge Pomade—For cleaning all metals. In Tins.

Wellington Black Lead — The best for polishing Stoves, Grates and Ironwork, without waste, dirt or dust.

Furniture Cream—For cleaning and polishing Furniture, Patent Leather, Oilcloth, etc. Glass and Stone Bottles.

Brunswick Black—For beautifying and preserving Stoves and all kinds of Ironwork. In Bottles.

Silversmith's Soap — (Non-Mercurial) for cleaning and polishing Silver, Electro-Plate, Plate Glass, Marble, etc. In Tablets.

Sold everywhere by Ironmongers, Grocers, Druggists, Oilmen, Etc.

John Oakey & Sons, Limited
Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.
WELLINGTON MILLS, - LONDON, ENGLAND

"The Rembrandt"
Druggists' Sundries

Everything that a Druggist Requires

Graduated Measures of Every Description. Syringes and every class of Blown Glassware. Menthols, Feeding Bottles, Corn and Bunion Plasters, Clinicals, Bandages. Packed goods of all kinds stocked.

Catalogue and Prices on Application to

The RICHARDS GLASS CO., Ltd.
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Rembrandt Works
LONDON, - - ENGLAND

Vitafer

A proteid tonic Food prepared in England.

Composition.—The entire protein constituents of Milk (Casein and Lactalbumen) combined with—
Calcium Glycerophosphate ... 2·2 per cent.
Magnesium Glycerophosphate ... 2·2 „ „
Sodium Glycerophosphate ... 1·1 „ „

VITAFER—A source of Phosphorus capable of easy assimilation.

Phosphorus in the forms best adapted for the function of—
Nerve Nutrition.
Bone Formation. Replacement of Tissue Phosphorus.

VITAFER is non-constipating.

SOLD IN TINS. Nominal Capacity.	2 oz.	4 oz.	8 oz.	16 oz.
Trade Prices	$3.50	$5.75	$9.50	$16.00 per doz.
Retail „	50c.	75c.	$1.25	$2.00 per tin.

Sole Manufacturers:—
SOUTHALL BROTHERS & BARCLAY, Ltd.,
BIRMINGHAM, ENGLAND.

Supplied by the Wholesale Drug Trade Throughout Canada.

Druggists Violating the Law.

It has become a practice among druggists to sell headache powders and wafers contrary to Sec. 4 and No. 7 of the Regulations of the Proprietary and Patent Medicine Act.

Section 4 of the Act reads as follows :

"4. All proprietary or patent medicines shall be put up in packages or bottles, and every one of these, intended for sale or distribution in Canada, shall have placed upon it, in conspicuous characters forming an inseparable part of the general label and wrapper, the name and number under which the medicine is registered, with the words "The Proprietary or Patent Medicine Act," and also the manufacturer's name and address, which name and number shall be sufficient identification, as to the manufacturer thereof, for the purposes of section 14 of this Act."

No. 7 of the Regulations reads :

"7. When preparations are put up by wholesale manufacturers upon the order of an individual or company, the latter is deemed to be the manufacturer within the meaning of the Act (see section 2, subsection d) and, as such, is responsible for the securing and furnishing of the affidavit required under section 7."

Although it is clearly stated in the above paragraph what the druggists are expected to do, still there are cases where druggists have been prosecuted and convictions obtained for violating the law.

The only thing left for the druggist to do is to insist on every package being properly marked so as not to become liable. When the manufacturer sells the goods in a carton he is quite safe, because on the carton is printed the formula, registration number, etc., but just as soon as the druggist breaks the box he becomes liable for selling individual packages, not bearing the necessary information. A number of firms have tried to overcome this difficulty by putting 4 packages in an envelope or small box. This, to a certain extent, solves the problem, as the average druggist can sell four packages as easily as one. The small envelope or box, of course, bears the necessary information just the same as the large carton.

The War Tax on Letters.

The Post Office Department, Ottawa, Canada, has furnished the following news item for the press, re one cent war tax on letters and postcards mailed in Canada for delivery in Canada, United States or Mexico, and on letters mailed in Canada for delivery in the United Kingdom and British possessions generally, and wherever the two cent rate applies.

A war tax of one cent has been imposed on each letter and postcard mailed in Canada for delivery in Canada, the United States or Mexico, and on each letter mailed in Canada for delivery in the United Kingdom and British Possessions generally, and wherever the two cent rate applies, to become effective on and from the 15th of April, 1915.

This War Tax is to be prepaid by the senders by means of a War Stamp for sale by Postmasters and other postage stamp vendors.

Wherever possible, stamps on which the word "War Tax" have been printed should be used for prepayment of the War Tax, but should ordinary postage stamps be used for this purpose, they will be accepted.

This war stamp, or additional stamp for war purposes, should be affixed to the upper right hand portion of the address side of the envelope or postcard, close to the regular postage, so that it may be readily cancelled at the same time as the postage.

In the event of failure on the part of the sender through oversight or negligence to prepay the war tax on each letter or postcard above specified, such a letter or postcard will be sent immediately to the nearest Branch Dead Letter Office.

It is essential that postage on all classes of mail matter should be prepaid by means of ordinary postage stamps. The War Tax Stamp will not be accepted in any case for the prepayment of postage.

The Sale of Carbolic Acid.

Through the efforts of the Council of the O.C.P. the amending Bill got its first reading in the House early in March. The new section relating to the sale of Carbolic Acid reads as follows :

" No person or incorporated company shall sell by retail carbolic acid above a five per cent. solution, unless the same is, in addition to the provisions contained in sub-section 1 of this section, put up and sold in a glass bottle of light blue color having six sides, the front being of plain surface, upon which the label shall be placed, and the three opposite sides having blown on them the words 'carbolic acid,' 'poison,' 'use with caution,' and prominent points on the other portion of the surface thereof in such a manner as to render the bottle distinguishable to the touch from ordinary bottles, and unless such other regulations are complied with as may be enacted by by-laws of the Council from time to time approved of by the Lieutenant-Governor-in-Council"

The amending bill also contained clauses raising the college examination fees from $10 to $25, and legalizing the grant of $500 made to the Canadian Red Cross Association by the college council.

Some people worry almost as much over their money as other people worry over not having any.

CREME DE MENTHE

A LIQUEUR

(Non-Alcoholic)

Refreshing as the Springtime

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AERATED WATERS OVER CRACKED ICE.

A Splendid Aid to Digestion

For the first time Made in Canada

Toronto Wines Co.

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When a Druggist Sees a Tin of

Glaxo

"THE FOOD THAT BUILDS BONNIE BABIES"

He Thinks of Protected Prices and "A Square Deal"

Retail Prices: 40c, 80c and $2.00 per Tin

To back up a selling plan, which has as its object the protection of a legitimate profit for every retail druggist in Canada, Glaxo has the high quality necessary to gain and maintain the recognition of the public.

"The Food that **Builds Bonnie Babies**" will make friends of your customers.

"Each Satisfied Customer Is an Added Stone in the Building of the Wall of Success."

Order Glaxo from your regular wholesale supply house

Glaxo

418 Dominion Bank Bldg
TORONTO

DOLORANT

Trade Mark Registered

TABLETS

"NATIONAL"

ANTIPYRETIC and FEBRIFUGE

We take pleasure in drawing the attention of the Medical Profession to **"NATIONAL DOLORANT TABLETS."** These tablets are composed of **SALACETIC ACID** and our new **SOLUBLE STRYCHNINE.**

Salacetic Acid, as is well known, is made by the action of Acetyl Chloride on Salicylic Acid, and has been extensively prescribed under the names of **"ACETYL-SALICYLIC ACID," "SALICYL-ACETIC ACID"** and **"ASPIRIN."**

Many physicians of late have prescribed **STRYCHNINE** in combination with **ASPIRIN** for the sake of its stimulating effect, but the ordinary Salts of Strychnine do not act simultaneously with the Antipyretic, and do not lend themselves to the correction of the gastric troubles following the use of **ASPIRIN.**

Professor Alex. B. J. Moore, Dean of the Montreal College of Pharmacy and head of our Central Laboratories at Montreal, has produced an almost tasteless **SALT OF STRYCHNINE,** which is one hundred and twenty times more soluble than the alkaloid itself. It produces in the same dose the Strychnine characteristic effects upon the heart and the central nervous system.

The use of this agent in combination with **ASPIRIN** represented in **"NATIONAL DOLORANT TABLETS"** produces the desired combined effect, and allays to a remarkable extent the gastric disturbances following the use of a combination containing a less soluble Salt of Strychnine.

Free Sample Supplied to Physicians on Application.

PUT UP IN BOTTLE OF 100 TABLETS.

NATIONAL DRUG & CHEMICAL CO., of Canada Limited

Central Pharmaceutical Laboratories, MONTREAL.

Mr. Chas. McD. Hay was elected President of The Lyman Bros. & Co., Ltd., at the annual meeting of the Company held on the 18th of March.

Mr. Hay served his apprenticeship to the drug business with C. S. Mason & Co., of Brantford, and passed the examination at the Ontario College of Pharmacy in the year 1875. He came to Toronto in 1876 and took a position with Lyman Bros. & Co., as Customs House Clerk, and after filling various responsible positions in the house he succeeded Mr. John Henderson as traveller in Western Ontario; he continued traveling for about twenty years, and in 1892, when the business was turned into a stock company, Mr. Hay was made assistant Manager. In 1897, Mr. Henderson retiring, Mr. Hay was made Managing Director, and in 1908, on the death of Mr. F. S. Lyman, K.C., he was made Vice-President, and on the death of H. H. Lyman, who went down on the ill-fated Empress of Ireland, in May, 1914, he was appointed at the next annual meeting of the Company, President and Managing Director.

MR. CHAS McDONALD HAY.

Mr. Hay is an old member of Bond Street Congregational Church, Toronto, and is actively interested in Christian work, and especially denominational matters. He is also Vice-President of the Toronto City Mission, a member of the Council of the Board of Trade, and chairman of the House Committee. For recreation, he is an ardent lawn bowler, and is Vice-President of the Ontario Bowling Association, and a member of the Executive of the Dominion of Canada Lawn Bowling Association, and is fond of motoring. He is also a member of the Royal Canadian Yacht Club and Granite Club.

The election of Mr. Hay to the responsible position of President and Managing Director of one of the largest and most representative wholesale houses in Canada is a case of a man's coming "into his own," a position for which he is not only admirably adapted, but which requires rare executive ability and which he possesses in such a marked degree, and also maintains for the sterling house of "Lyman's" the high reputation which it has always enjoyed amongst all branches of the drug trade.

Letter from the Front.

J. A. MacDonald, of Sarnia, Ont., who is a graduate of Ontario College of Pharmacy, is now serving at the front. In a letter recently received from France to Mr. W. B. Graham, Registrar of the Ontario College of Pharmacy, he writes as follows:

"In a few days we will have been here for four months. More than three months of that time I have spent in hospital duty at LeTonquet, where we have converted a large hotel into one of the finest equipped hospitals in France. During the time we have been here we have handled a great many patients, which has kept us busy continually. The percentage of deaths among the patients was extremely low. I think this speaks for itself in regard to the efficiency of the officials and nursing staff.

"The climate here is entirely different to that in Canada, being very wet with bitter winds. There is little or no snow, but some hail storms.

"With kind regards to the staff of the O. C.P., and best wishes to yourself, I remain,

"J. A. MacDonald."

Visit of Dr. and Mrs. Avison to Toronto.

Mr. Julius D. Dreher gave a luncheon on Saturday, March 13th, in honor of the visit of Dr. and Mrs. O. R. Avison, who have been engaged in medical missionary work at Seoul, Korea, for twenty-two years, and who are now visiting their native town.

Dr. Avison was very familiar with a number of Korean students who attended, and also Korean officials in Washington who visited Roanoke at Salin, Virginia, during the twenty-five years when Mr. Dreher was president of that institution.

Mr. Dreher is the American Consul. Dr. Avison was a lecturer in Materia Medica at the O. C. P. in 1885.

Keating's Powder

There is a demand for it the year round, and there will be a particularly active demand for it in the warm weather. Keating's Powder has a world wide reputation as an unfailing exterminator of every form of insect life.

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Sole Agents for Canada
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Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

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Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

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are larger and better than ever, and we would request you to hold placing your order for seasons goods until our traveller calls.

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Synthetic Resins.

NON-INFLAMMABLE SUBSTITUTES FOR CELLULOID AND RUBBER.

New synthetic resins have been discovered recently, and are appearing on the market under many trade names. The resins are used in the production of materials such as artificial amber, pipestems, tooth brush handles, beads, transparent jewelry, buttons of all sizes, inlaid work, knife handles, fountain pens, etc., and take the place of bone, horn, ivory, celluloid, amber, casein (gallolith), ebony and hard rubber.

These artificial resins in their final conditions do not melt or even soften appreciably at all temperatures, and do not burn like rubber or celluloid. When heated in the air to temperatures well above 500 degrees Fahr. the resins char and burn slowly without a flame. They are quite insoluble in all ordinary solvents, such as gasoline, alcohol, ammonia, washing soda and acids.

Recent discoveries made in the Industrial Department of Kansas State University have produced radical departures, both in the synthetic resins themselves and the method of producing the same. These discoveries have revolutionized the method of producing synthetic resins and indeed very great changes and differences are brought about in the resins themselves.

By the old or wet process, the resins are produced very simply by boiling together carbolic acid and formaldehyde in the presence of a third substance, a condensing agent, which serves to hasten the formation of the resins. When formaldehyde and a condensing agent are used the resins are produced in the presence of water and the resins must be separated from the layer of water, washed free of the condensing agent and dried. They are then further heated or moulded in whatever way is desirable and the final hard resin is produced by heating, generally under pressure, at temperatures upward of 125 degrees Cent.

By the new dry or anhydrous process, phenol, i.e., carbolic acid, is heated together, in a dry condition, with formin. No water is present during the formation of the resin and no condensing agent is needed, which at times is so troublesome, and which must later be removed from the resin by careful washing.

This dry reaction in one simple operation produces the resins, which are at first beautiful golden yellow colored liquids, which are entirely free from any substance such as water or condensing agent which must be removed at considerable expense when the resins are produced by the old or wet process. And these dry liquid resins pass under suitable treatment into solid masses which present very closely the appearance of genuine amber.

Formin, the material used to convert the phenol in its dry condition into the anhydrous resin, is a white transparent substance of sweetish hot odor of salt fish ; it is known to the organic chemist under the formidable name of hexamethylenetetramine.

The operator in Fig. 1 is shown weighing out the white salt-like formin. The weighed materials are transferred into a flask shown at Fig. 2, fitted with an air condenser of glass, and are heated carefully. The carbolic acid and formin soon melt to a golden liquid, and after sufficient boiling the liquid is poured, while still quite hot, into molds, Fig. 3, of any desired shape and the filled molds are transferred to an open oven without pressure, where they are further heated for the final hardening. This method of forming the resins has the very great advantage that there is no water or condensing agent from which the resins must be separated and dried. A further great advantage consists in being able to produce these resins rapidly without the use of the counter pressure which is so desirable or even necessary when the volatile formaldehyde is used.

After the liquid resin has been heated in the molds for twenty-four hours, it has solidified and has set into the exact shape of the mold. It is then removed from the molds and returned to the oven for further heating. The resin, as it first comes from the mold, is quite soft and can be bent or twisted into any shape very easily and sets permanently into whatever shape it is held for the final heating. The operator, in Fig. 4, is shown bending between his fingers two soft plastic pipestems, which have just been removed from the molds. The soft pieces are replaced in the oven, and heated at a very low temperature for several days ; at the end of this heating a beautiful transparent yellow material is produced which is harder than silver, gold or nickel, marble or ivory. Its tensile strength varies from 5000 to 6200 lbs. per square inch and even higher. It is very interesting and novel to one unacquainted with the great strength of the material to see three tons of iron suspended from a rod of the resin an inch in diameter. The luster is higher than that of amber or any of the natural resins, and its refractive index (1.645) is greater than that of crown glass.

The transparent goods are remarkably permanent as regards color. Indeed, one of the great advantages possessed by the dry anhydrous resins over those produced by the wet process is their inertness to color changes caused by direct sunlight. The dry resins do not redden rapidly when exposed to direct sun rays.

After the resin has received its final hardening it is shaped and polished on flat horizontal wheels with fine emory, carborundum, or tripoli. The final polishing is done with oiled buffing wheels. If the molding has been done with sufficient care, the grinding and polishing is quite unnecessary except

What's good for a Boil?

Being a good neighbor, with an eye to business, also, the Drug Man promptly replied:—

Antiphlogistine
TRADE MARK

spread on thick and as hot as you can bear it; then cover with absorbent cotton—repeat as needed. Result:—Pleased, benefitted customer, and **TWO** sales — Antiphlogistine and pkg. Cotton.

"There's only ONE Antiphlogistine"

THE DENVER CHEMICAL MFG. CO.
107 LAGAUCHETIERRE ST., MONTREAL

PEROXIDE FACIAL SOAP

Unquestionably the best antiseptic soap on the market today. It contains the best known antiseptics to the Scientific World. Unexcelled for skin diseases and eruptions of all kinds.

A free booklet given with each cake of soap, dealing with the care of the complexion, hair, etc. Packed in individual cartons and 1 dozen in a large display carton. Half gross of samples given free with each gross of soap and a handsome window display.

Special price for quantities

Write for particulars.

Dominion Soap Co., Hamilton, Ont.

No up-to-date Druggist can afford to be without this Soap.

WILLIAM MATHER, LIMITED
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Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

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} Equal to any in the Trade

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Agent for Canada:

Thomas Gibbard

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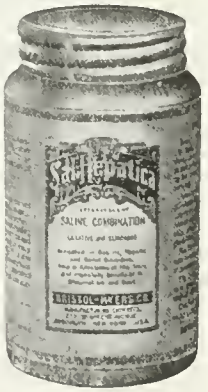
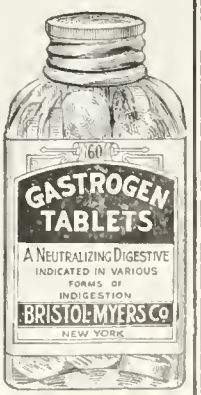


Small	size, per doz.,	$2.85
Medium	" "	5.70
Large	" "	11.40

GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small	$ 5.70
Per dozen in 500's	34.00



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LYMANS, LIMITED, Montreal

where a perfect surface and a very high gloss is desired.

These resins can be produced at a cost which can compete for cheapness with the natural resins, such as amber or with jet, hard rubber, etc. They may be dyed any color, from a pale yellow or ruby red, to a transparent black of great depth and brilliance. When made into jewelry, such as beads, their high refractive index gives a brilliance and transparency surpassing the finest amber.

The resins are also used as binders or glues, are of the greatest value as a glue for making hot and since they are insoluble and do not melt the water pump valves, valve discs which withstand 650 degrees Fahr. in dry steam, steam pipe gaskets and valves for acid pumps, and pump packing of all kinds. Lists of articles which may be made from these resins when properly combined with suitable fillers are indeed legion. Light pulleys, very uniform in weight, artificial board from sawdust and wood fiber, frictionless bearing for use in machinery for cotton, wool and silk industries where the machinery cannot be oiled or for bearings under water, ebonite and compoboard, switchboards, heat and electric insulating handles, and heat and electric insulating parts of every conceivable kind are produced at prices which compete readily with the less satisfactory articles which have been on the market up to the present time. Very beautiful transparent and opaque handles are being produced for chafing dishes, coffee percolators, samovars, etc., where strength and beauty must be combined with good heat insulating qualities.

Paints, varnishes and lacquers are also produced from these resins by dissolving in suitable solvents such as alcohol, acetone, and banana oil the resins when they are in the initial or soluble state. These coatings, after heating, are almost indestructible by fumes, acids, solvents, salts, chemicals which easily corrode metals. Brassware, such as beds, urns, candelabra, chandeliers and auto lamps, when lacquered with the resin do not tarnish, as the lacquer finish is impervious and indestructible. Varnished surfaces may be left in cold or even boiling water without losing their luster, and the paints, when made with the proper fillers are the best possible protection for metal surfaces exposed to corrosive agencies. The ordinary paints, under accelerated electrolytic tests, break down in less than twelve hours; coatings made from synthetic resins are unaffected in any way in one hundred hours.

These varnishes and lacquers make the best possible impregnating liquids for electric purposes. The dry films have a dielectric strength of 105,000 volts per millimeter and a resistence of 28 by 10 megohms per cubic centimeter. Paper cartons coated with the varnishes become impervious not only to liquid fats and oils, but also to kerosene and gasoline.

Carpenter Chemical Co. Form Gigantic Drug Concern.

Another gigantic corporation for Detroit to manufacture all sorts of proprietary medicines, and with the leading druggists of the United States as stockholders is the hope of the Carpenter Chemical Co., co-operative, which has just purchased the business of the former Carpenter Chemical Co., as a nucleus around which to build its prospective nation-wide enterprise.

The Carpenter Chemical Co., of which F. [illegible] Carpenter has been the chief owner, has placed on the market since 1902 Carpenter's liquid court plaster and Patterson's toothache wax. Originally organized with a capital stock of $25,000, the company's business later grew so that an increase to $300,000 was authorized. The co-operative company, capitalized at $100,000, took possession of the business to-day, and will continue at the old location, 54 State Street. Mr. Carpenter retiring from business life.

THE PLAN.

The co-operative company is the development of what is known as the Detroit plan, formulated by Grant W. Stevens, President of the Wolverine Drug Co., and Albert M. Edwards, The Detroit plan is, in brief, a plan for forming a great corporation with the majority of the fifty thousand druggists of the United States as stockholders. It is the result of the conclusion drawn by Mr. Stevens and Mr. Edwards from years of experience in the drug business, that retail druggists do not get enough of the profit from the sale of the most of the proprietary medicines and other preparations sold under a trade mark. Under the co-operative plan of the Carpenter Chemical Co., druggists are invited to subscribe to at least one share of stock $10 par value, but selling at $12.50, thereby obtaining all the products of the concern at actual cost of manufacture.

TRUST FUND CREATED.

A trust fund has been created with the Federal State Bank, trustee, and none of the money thus subscribed has been used to further the cause of the Detroit plan. Negotiations have already been entered into with makers of various well-known proprietary articles to have them brought under the operations of the Detroit plan of co-operative manufacture, in which druggists will be directly interested in the production of the goods they sell.

At a meeting of stockholders, a temporary organizatian was effected, as follows:—John W. Webster, President; A. T. Young, Vice-President; Albert M. Edwards, Secretary and Manager of sales and the organization department; Grant W. Stevens, Treasurer and General Manager. The first annual meeting of the Company, which brought in druggists from all parts of the country, to Detroit, was held on March 25, when a permanent organization was effected.

DUCHESS ROSE TALCUM

A perfect talcum with the true odor of the Rose. Delicately persistent yet not pungent.

DUCHESS VIOLET TALCUM

A perfect talcum of minute fineness and absolute purity possessing a satiny smoothness and delicately perfumed.

STOCK THESE LINES NOW

THEY ARE TRADE WINNERS

$15.00 PER GROSS

The Toronto Pharmacal Co., Limited

455 King St. West
TORONTO

85 St. Peter St.
MONTREAL

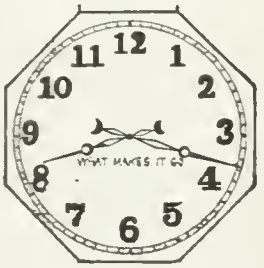
288 McDermott Ave.
WINNIPEG

A BIG WINDOW ATTRACTION

that will attract people to your store like moths to a flame—will turn passers-by into customers and will make your bank account grow.

THE MYSTERIOUS CLOCK

Is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickel, and across the face of the dial is painted the slogan "what makes it go." Nothing else is visible to the eye.



Be the First in Your Town to Get this Attraction

STAUBER DRUG COMPANY

PRESCRIPTION DRUGGISTS

1722 St. Joseph Ave.

ST. JOSEPH, Mo, Nov. 21, 1914

World Wide Advertising Co., 1330 Consumers Bldg. Chicago, Ills.

Gentlemen:

Kindly send us a more liberal supply of the scientific explanations of this "scientific marvel" for such the wayfaring men and women vainly regard it.

As a window attraction it is right up to the scratch, and as an argument producer it is better than war or politics.

Yours sincerely,
STAUBER DRUG CO.

H. ADRIAN L. FERGUSON

Drugs, Sundries, Imported Cameras and Supplies

122 W. MAIN STREET

UNION PHONE 740 *OWOSSO, Mich.*, June 5, 1915

TO WHOM IT MAY CONCERN

The World Wide Advertising Company sold one of these clocks a week ago and I put it in my window and it has been the talk of the city and community and has brought hundreds of people in my store asking what makes it go. It is the cheapest advertising I have found yet, as people stop and look at the clock in the window who never read a newspaper and it sells whatever you have in the window. I would recommend one of these clocks to anyone who wants to advertise, as it is the cheapest and best advertising out.

(Signed) H. ADRIAN L. FERGUSON.

CLAY'S PRESCRIPTION DRUG STORE

BUTLER, Mo., Dec. 15, 1914

World Wide Advertising Co., Chicago, Ill.

Gentlemen:

Accept my heartiest thanks for your letter and specific instructions, with their aid the clock started right off and although the thermometer was below zero most of the time since it started it has always had a good crowd in front of it.

I regard it as a most attractive window piece. Where can I get a supply of the little folders "What makes it go." The answer.

Wishing you the compliments of the season, I am
Very respecty,
FRANK T. CLAY.

EVERYONE WILL TALK ABOUT IT. YOUR NEWSPAPER WILL WRITE IT UP.

The St. Johns Remedy Co., of Chicago say:

We have had the clock running 3 months and if the crowds increase in proportion we will have to have a Special Policeman to keep the people moving. You would die laughing to stand out in the crowd and hear the arguments and discussions about what makes it go. Sometimes they almost fight in asserting their knowledge.

NO CLOCK WORKS
NO ELECTRICITY
NO MERCURY

REQUIRES NO ATTENTION FROM WEEK TO WEEK
What makes it go?
A Postal Card to our office will bring full particulars to you

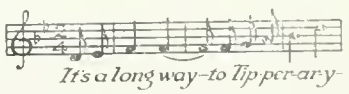
NO MAGNETS
NO AIR CONTROL
WHAT?

WORLD WIDE ADVERTISING CO., 1330 Consumers Building, Chicago, Illinois

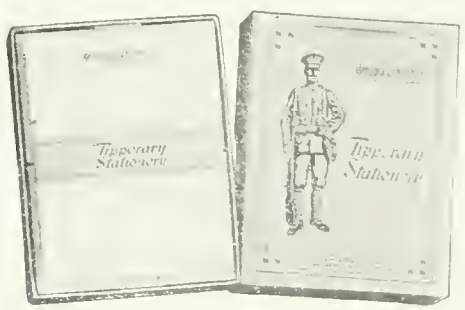
Fancy Goods, Books and Stationery.

New and Seasonable Goods now being Advertised as Suitable for Druggists Sidelines.

The Newest in High-Grade Stationery.



Warwick Bros. & Rutter, of Toronto, announce a new line of stationery, which bids fair to outclass all other lines on the market at the present time. This line is put up in a very elaborate box, a cut of which we reproduce below. There are eighteen sheets of paper and eighteen envelopes in each box, the box being beautifully embossed in gold. The paper is of linen finish, and on the top of each sheet, embossed in gold, is the first two or three bars of the popular song "Tipperary," similar to the accompanying cut.



Apart from the exquisite finish of the stationery, there is a sentimental appearance about the whole thing. The design on the box and the line of music on each page of the stationery helps to make this Tipperary line a splendid seller for the druggists. Druggists should not hesitate to send for samples to Warwick Bros. & Rutter, Toronto.

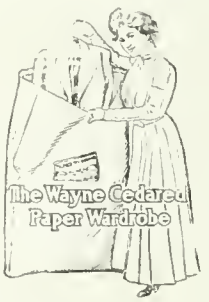
Besides this new line they have, as usual, a splendid show of Lotus Lawn in all shapes and sizes; also a full line of fancy goods, suitable for side lines for retail druggists.

The Wayne Wardrobe.

The Wayne Wardrobe, which is being advertised extensively by the Victoria Paper and Twine Co., of Toronto, is meeting with great success. This wardrobe is made of strong rope paper. It has hooks inside to hold garments and a metal hanger outside so it can be hung in your closet, bedroom, attic—in any available place.

Its roominess prevents crushing or wrinkling, and when garments are hung on suitable garment hangers they will resume and retain their original shape.

Your garments are instantly accessible and can be replaced again just as quickly.



The patented clasp opens and closes easily, and as often as you wish. When closed nothing can get at your garments. It is air-tight.

Garments are positively protected against dust, soot, moisture, moths and insects.

The most delicate fabrics will be safe in it.

It has the fragrant woodsy smell of cedar—no disagreeable odor to cling to your garments.

Made in fifteen sizes to accommodate all kinds of wearing apparel and fabric.

TOILET PAPERS.

The Victoria Paper and Twine Co. have also a very fine assortment of toilet papers, in various grades and qualities, with attractive labels.

Their Wayne wardrobe is also attracting great attention, and is selling well amongst druggists and other store keepers.

Special Prices when ordered in bulk packages.

The Pure Food Law prohibits the sale of any but strictly pure

EXTRACT VANILLA

WYETH'S

represents the True Flavor of Choice Vanilla Beans.

Free From Any Adulterant

Pure and Wholesome

John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

TUCK'S

They are the MOST WELCOME, ARTISTIC and UP-TO-DATE.
USED BY ROYALTY.

XMAS CARDS
CALENDARS
POST CARDS
BIRTHDAY CARDS
BLANK CARDS
JUVENILES
TOY BOOKS
PICTURES
ETC.

Every "*TUCK*" Card and other publication bears the name of the firm and our "*Easel & Palette*" Trade-Mark. DO NOT BE MISLED. NONE GENUINE WITHOUT.

RAPHAEL TUCK & SONS CO. LIMITED
9 ST ANTOINE STREET
MONTREAL

Kohler's Cocoa

Delicious, Nourishing, and Easily Digested.

THE LATEST! THE BEST!

Obtainable from all Chemists and Stores in 2-oz., ¼-lb., ½-lb., and 1-lb. Tins.

Buntin, Gillies & Co. New Lines.

We illustrate one of the new scribbler covers of Buntin, Gillies Co., Ltd., Hamilton. The new designs are all attractive and appropriate, and are supplied in plain and ruled Scribblers and in Exercise Books with all qualities of papers.

When Johnny comes marching home again, Hurrah! Hurrah!
When Johnny comes marching home again, Hurrah! Hurrah!
We shout with glee, we all rejoice
We welcome him with hearty voice
There is nothing too good for our soldier boys
When Johnny comes marching home

BUNTIN GILLIES & CO. NEW SCRIBBLER COVER.

The new checking pencil, No. 635 E. is being offered by Buntin, Gillies & Co., Limited, Hamilton. It is seven inches long, black polished, silver stamped, with bone tip, and contains a soft, smooth thick lead of the highest grade.

Both these lines should prove very good side lines for the druggist. The new scribbler cover is particulaly good. All you have to do is to put them in your window. They will sell themselves.

Valentine's New Lines.

Among the very extensive list of books and toys for 1915, Valentine & Sons have some new and interesting features. The toy books have a very patriotic appearance, and should prove good sellers for the retail drug stores. One of the most interesting among the games is the one called "To Berlin." This will, no doubt, be very popular and a ready seller.

A New Book of Selling Helps.

The Lambert Pharmacal Company, of Toronto, and St. Louis, has just published a very interesting new book entitled "Selling Helps for Live Druggists." To a certain extent this book deals with the advertising propaganda behind Listerine, but primarily it is intended as a means of helping to build up the retail drug business.

"Selling Helps" is 9 x 12 inches in size, sixteen pages and cover. The cover shows a very striking interior of a modern drug store in a poster design. The first inside page contains a statement that the purpose of the book is not to teach but to present a lot of good ideas in convenient form.

The contents of the book include, "Store leaks and how to stop them," a chapter on Departmental Management, "How to make money on side lines," "Little suggestions for special sales," a practical advertising plan for the retail druggist, and a complete explanation of the Listerine plan of advertising.

The Lambert Pharmacal Company is using the most important American magazines, whose combined circulation reaches more homes in Canada than it does in the United States, when the proportion of population of the two countries is considered.

A copy of this valuable book may be obtained, free, by addressing the Lambert Pharmacal Company, St. Louis, Mo.

Venus Pencils.

The Venus Pencil, sold by W. J. Gage & Co., Toronto, is claimed to be the most economical on the market. These pencils are made in seventeen degrees from 6-B softest to 9-H hardest. Some of the advantages claimed by the makers are that these pencils write clearly with less exertion ; they contain a beautiful, smooth lead, which does not break easily. These qualities seem to be all that is desired in the ordinary pencil.

BUTTON AND SPRING FASTENERS.

This is another line put up by W. J. Gage & Co. for mailing catalogues, etc. The button and spring fastener has become very popular of late. It seems to be the only satisfactory way of fastening an envelope.

An old bachelor is a man whom no widow has made a strenuous effort to marry.

BUNTIN GILLIES NEW CHECKING PENCIL.

TANGLEFOOT

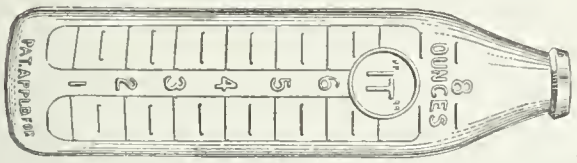
The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

THE NEW NON-ROLLING ROUND NURSING BOTTLE

"IT" STANDS GOOD. "IT" LIES QUIET.

It is made in beautiful white flint glass, is handsome, and sells. Canadian trade supplied by the Richards Glass Co., Toronto, Canada, and lettered with your name if desired.



T. C. WHEATON CO.
Expert Bottle Blowers
N. Y. Office: 132 Nassau St. MILLVILLE, N.J.

Mr. Druggist

are you putting in a new stock of these goods for the spring and summer trade?

Mr. Druggist

Do you realize the value of these goods in your store all the year round?

The hot weather will be upon us in a short time. This is the time when there is a great demand for these goods. Every druggist should write at once for prices and endeavour to get in a stock early. Don't wait till you are asked for the goods. Get them now. You will sell them.

Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
Cerate Ointment
Piles Remedy

Vanderhoof & Co. Limited

WINDSOR ONTARIO

Spring and Summer Goods.

On this and the following pages we give descriptions of seasonable goods suitable for the spring and summer trade. It will pay every druggist to carefully peruse the following pages.

Montserrat Lime Juice.

One of the summer articles in which the retail drug trade are interested, and which has been very much affected in price on account of the war, is Lime Juice. On account of the tremendous quantity being used by the British Government for the army and navy (which resulted in the commandeering for their use all the valuable supplies in Great Britain) the article has gone up in price over one hundred per cent.

In addition to the fact that the National Drug and Chemical Co, the owners of the Montserrat brand of Lime Juice, which is the best known and really the standard of all the Lime Juice of the world, they are also, we believe, the largest handlers of bulk Lime Juice on this continent. The tremendous advance in price of bulk Lime Juice has made it necessary to advance the price of their popular priced Lime Juices, "Olympia" and "Sovereign." The advance, however, has not been more than one half what was warranted by the actual advance in the price of the crude juice. On the Montserrat brand the prices are being kept practically the same, the only advance being that caused by the advance in the tariff.

Early in the season customers were advised to stock up. Those who followed this advice will find themselves in good shape on Lime Juice.

Rubber Goods.

The various lines of druggists' rubber sundries, manufactured by the Canadian Consolidated Rubber Company, Ltd., Montreal, commend themselves to the retail trade everywhere as being thoroughly reliable, and their prices the lowest compatible with quality. This company has 28 "Service" branches throughout Canada, any of which will gladly furnish prices and information in reference to their goods.

Howards.

No name is more familiar to the average chemist and druggist than "Howards" when speaking of chemicals, and the name has always signified the best and the purest of their kind. Readers of the "Canadian Druggist" can always secure supplies of "Howard's Chemicals" from any of the leading wholesale houses throughout Canada.

Henry W. Bush & Company.

The Richards Glass Company, Ltd., Toronto, are Canadian agents for the above firm, and we would call particular attention at this time to the "Rembrandt Menthol Cones" and also the "Menthol Snuff Inhalers." The absolute purity of these goods is guaranteed by the makers, whose name stamps them as being superior.

Sterling Brand Chemicals.

Amongst the lines of goods made in Great Britain the Sterling Brand of Chemicals, which are the output of the laboratories of Thomas Tyrer & Co., Ltd., Stratford, London, Eng., stand out prominently, both for excellence and reliability. Their advertisement denotes a few of the lines which this firm specializes in.

The Arlington Company.

The Arlington Company of Canada, Limited, Toronto, have an excellent line of specialties in "Made in Canada" goods, which they offer to the retail trade through our columns. The goods are of the highest quality, and are lines which command a ready sale.

Sharp & Dohme.

The pharmaceutical specialties manufactured by this firm, whose general offices are in New York, but who are represented in Canada by Frank W. Horner, Ltd., Montreal, are well and favorably known throughout the drug trade in this country. A number of their specialties are enumerated in their advertisements in this issue, and the manufacturers say they are "Canadian in Quality, Ethics and Elegance," which means a great deal.

Glycerine.

Chemically pure, refined glycerine in original containers of 6-lb. cans and ½-ton drums are offered by John Cowan & Co., Montreal, who will gladly give quotations for any quantity desired

Oakey's.

Amongst the most suitable lines for display at this time of year especially are those which are advertised by John Oakey & Sons, Ltd., Wellington Mills, London, Eng. They have goods which are all very familiar to the retail trade, and are superior in quality, which accounts for the steady demands for these lines. A judicious display of these goods should help to increase sales.

Nursing Bottles.

The non-rolling nursing bottle put up by the T. C. Wheaton Co., of Millville, New Jersey, is proving a good seller to druggists. The name of the bottle speaks for itself. The "IT" non-rolling

bottle can be secured from the Richards Glass Co., Toronto. Your summer's supply should be put in at once. It is claimed to be the best nursing bottle out on the market. Send for one and see for yourself.

Sea Sickness and Train Sickness.

"Be happy and well while traveling," is the cheery motto used by the Mothersill Remedy Co. It is true that at first this was more particularly intended to refer to sea voyages; but is equally applicable to the good dry land. Tell your customers not to put up with train sickness; it is unnecessary, and only uses up the vitality that should be poured into the exhilaration of motion. Train travel is fast motion, and there is nothing slow about Canadians; they ought to enjoy it. Mothersill's removes one of the draw backs, train sickness, and it is only a matter of common sense to take advantage of this. Mothersill's Travel Book tells you a lot about it. For instance, the advice about "See America First" chimes in well with what people are going to do this year. Write for a copy; they will co-operate with you in interesting your customers. Their advertisement on the front cover will give you the address..

Zam-Buk.

Zam-Buk is now everywhere regarded as staple. The demand for this line is always brisk, and in the Spring and Fall, when the Company is spending very large appropriations in advertising, most druggists find the turnover highly satisfactory. The Company make a special gross parcel—including Peps and Zam-Buk Soap, if required—and just now this offer should be seized upon by the trade.

Peps—the handy cough preparation, "The cure you breathe"—which was put on the market only a short time ago by the Zam-Buk people, promises to be as good a line as Zam-Buk. One very satisfactory feature about the Zam-Buk people's campaign is that their advertising is not only excellent in quality, but is consistent. They do not ask the retailer to stock up, and then, by stoppage of advertising, leave him with the goods on hand Both Zam-Buk and Peps deserve the good-will of the trade.

Antiphlogistine.

Antiphlogistine is a physiological antagonist of the inflammatory process—deep-seated or superficial. It produces marked osmotic action upon the swollen tissues, thus relieving congestion because of its hygroscopic, hydrophilic properties. It is antiseptic, soothing, and promptly effective.

Antiphlogistine provides the best, most agreeable and convenient known means of supplying continuous, moist heat, in all inflammations. This can be maintained for 24 hours or longer, at a uniform temperature. Ordinary poultices soon become cold, clammy and uncomfortable to the patient, and lose any remedial effect they may have had before coming cold.

Antiphlogistine acts through the cutaneous nerves upon the inflamed area, as a powerful stimulant to the blood vessels and lymphatics, promoting elimination of morbific products. It supplies, by natural, physiological processes, regenerative material to the parts already suffering from that condition of perverted nutrition which is a part of the inflammatory process.

New Wrigley Advertising Abroad in the Land

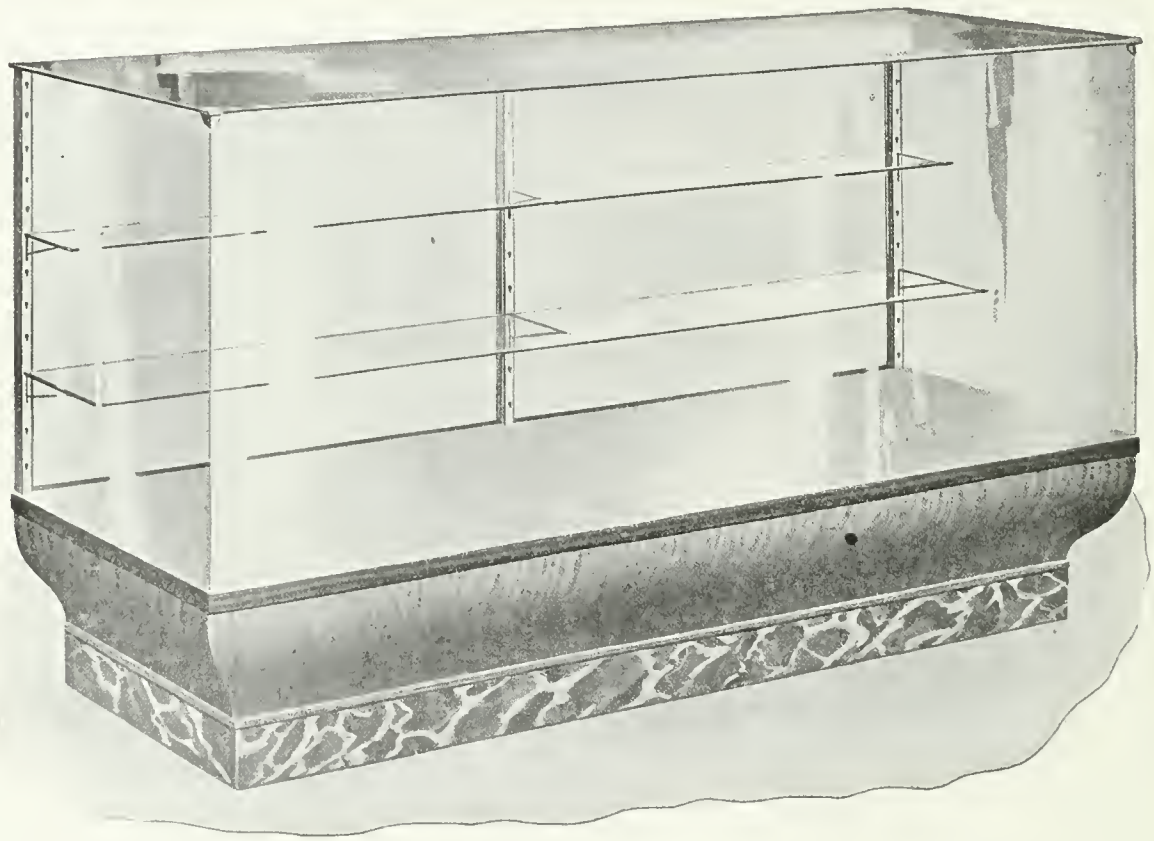
One of the most progressive advertisers in the Dominion, whose wares are of especial interest to druggists, is the Wm. Wrigley, Jr., Co., Ltd., of Toronto.

This firm's advertising is appearing broadcast throughout the western hemisphere, in a "new dress" this spring. To be more specific, the Wrigley "Spear" trade mark has been animated and the little "Spearmen" are performing antics, making speeches and otherwise helping the cause along as best they can.

The Wrigley Co., incidentally, is one of the largest advertisers in the world, and those dealers who handle Wrigley's "Spearmint" and "Doublemint" gum know the results of uniting a good product in a good package with forceful, unremitting publicity.

SHOW CASES

Not what you put into fixtures but what you get out of them determines their value. Good fixtures pay big dividends.



KENT-McCLAIN Limited

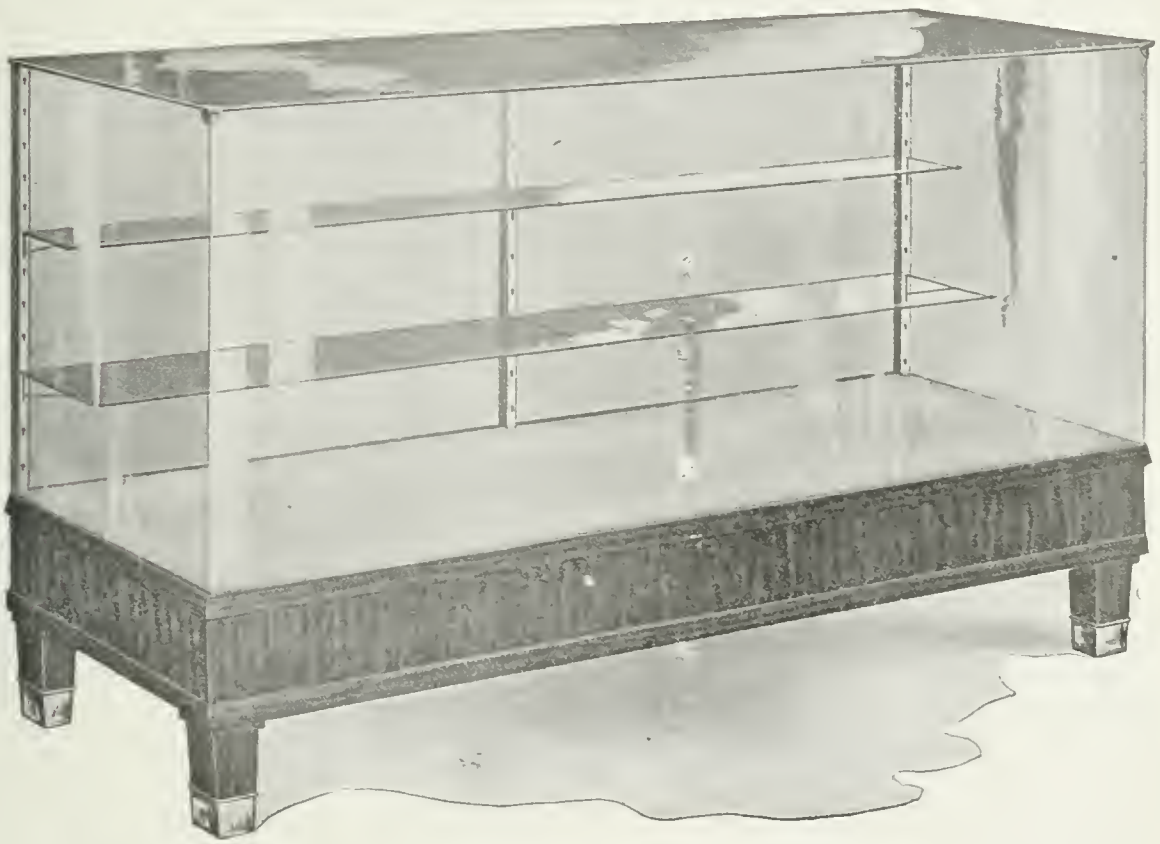
(Toronto Show Case Co.)

181-199 CARLAW AVE., - - Cor. Queen St. East,

TORONTO

SHOP FITTINGS

Write us for particulars or give us a call at the factory, fifteen minutes east of Yonge on a King street car.



KENT-McCLAIN Limited

(Toronto Show Case Co.)

181-199 CARLAW AVE. - - Cor. Queen St. East

TORONTO

Special Offer of Auto-Strop Safety Razors.

The Auto-Strop Safety Razor Co. are making a free gift of a $5 Auto-Strop safety razor to any member of His Majesty's forces who may now be serving his country, whether he is at the front or on his way. A circular recently sent out by this firm reads as follows:

"Anyone purchasing an Auto-Strop Safety Razor at the full and regular price of $5 may send the Dealer's Receipt for such razor to the Auto-Strop Safety Razor Co., Limited, Toronto, Canada, together with the name and address of any soldier or sailor in the United Service, and this company positively agrees to send a $5 Auto-Strop Safety Razor without any other formality or conditions."

Opening of Coca-Cola Factory in Winnipeg.

March 10th saw the opening of the Coca-Cola factory in Winnipeg. Business men of Winnipeg, numbered in the hundreds, attended the banquet. Besides satisfying the "inner human" in a most complete manner, with "smokes" to soothe the nerves and flowery speeches to tickle the ear, the the assemblage carried away souvenirs such as ash trays, pencils and boxes of matches, all bearing the Coca Cola trademark. They also carried away the remembrance of a most pleasant time, tinged with the prospect of an added quota of future prosperity, for S. C. Dobbs, vice-president of the company, who acted as toastmaster, declared, "we are here to stay, and we'll work shoulder to shoulder with Winnipeg's citizens to make this city, bigger, better and busier."

5,000 GALLONS DAILY.

An inspection of the eight floors of the building discovered that the capacity of the plant was five thousand gallons daily, and that there had been no stint in planning ahead, exemplifying the faith of the company in this company's future. It was on the eighth floor that the long tables were installed around which the company gathered.

Along the speakers' table were: S. C. Dobbs, Lieut.-Governor Sir Douglas Cameron, Count de Bury, Arthur Tufts, architect, of the Coca Cola company; W. Danz, superintendent of the construction of the company; Charles F. Roland, commissioner of the Industrial Bureau; Ed. Cass, secretary of the Jas. McDiarmid Construction Co.; Hugh McKinnon, Winnipeg, agent of Coca Cola; L. J. Mylius, manager of the National Drug Company, and Mayor Waugh.

Congratulations to the company, and wishes for success, were offered by Mayor Waugh, Edward Cass, Sir Douglas Cameron, Charles F. Roland and L. J. Mylius.

First Aid Equipment.

The war has created a golden opportunity for Druggists in the sale of "First Aid" equipments. The new army provides upwards of 50,000 potential customers.

A favorite outfit with the men in training is the No. 710 "Tabloid" First Aid Case, supplied by Burroughs, Wellcome & Co., Montreal. This outfit contains an efficient supply of "First Aid" accessories issued under the well-known "Tabloid" Brand, and fits easily into the pocket.

Many druggists are doing excellent business by keeping one of the outfits displayed on the counter. Men in training buy for their own use, civilians buy for presentation to friends who have enlisted.

Show cards for displaying the outfits are supplied, together with booklets containing full directions for applying First Aid treatment.

1915 Soda Fountain Catalogue.

The Liquid Carbonic Co., of Chicago, has recently issued a very fine catalogue, consisting of one hundred pages and cover, illustrating and describing their soda fountain specialties, glassware, and silverware, fruits and syrups. The book is nicely arranged and well printed. It is profusely illustrated, and should attract the attention of druggists who are fortunate in getting a copy.

The Mysterious Clock.

The merchant who can get people to talk about his store, and at the same time bring them from all parts of his town to look at his window display has hit upon a very profitable method of advertising. This is what a large number of merchants throughout the country claim that the Mysterious Clock is doing for them, and they pronounce it to be the greatest of all window attractions.

The clock is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickle and across the face of the dial is painted the slogan, "What makes it go?" Nothing else is visible to the eye. It needs no attention from week to week, has no clock works, no electricity, no magnets, no air control and no mercury. What makes it go? That is what they all ask.

Standing in front of the window you can easily see in front, behind and all around the clock, and see there are no electric wires or springs to connect it with any concealed mechanism. It is of great assistance in selling goods from the windows, and is fully guaranteed by the makers.

Some men are so busy trying to reform everything in general that they haven't time to reform themselves.

New York Pharmacal Association's
PREPARATIONS

Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots) Lactopeptine Tablets
Lactopeptine Elixir, Plain Lactopeptine Elixir, Bismuth
Lactopeptine Elixir, Iron, Quinine and Strychnia
Lactopeptine Elixir, Gentian and Chloride of Iron

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine
Liquid Peptonoids
Liquid Peptonoids with Coca Liquid Peptonoids with Creosote
Phosphagon

Palisade Manufacturing Company's
PREPARATIONS

Borolyptol Velvet Skin Soap Hemaboloids
Kola-Cardinette Velvet Skin Powder

R. L. GIBSON, General Agent
88 WELLINGTON STREET W., TORONTO.

'TABLOID' (Trade Mark)
'SOLOID' (Trade Mark)
'KEPLER' (Trade Mark)
'HAZELINE' (Trade Mark)
'WELLCOME' (Trade Mark)

THE FINE PRODUCTS OF BURROUGHS WELLCOME & Co.

The products bearing these Trade Marks are issued by Burroughs Wellcome & Co.

The sale of articles of other manufacture when these Brands are specified in ordering is an infringement and unlawful.

BURROUGHS WELLCOME & Co.
LONDON (ENG.)
MONTREAL: 101-109, Coristine Building
NEW YORK: Offices and Exhibition Room, 35, 37 & 39, West Thirty-third Street
SYDNEY CAPE TOWN MILAN SHANGHAI BUENOS AIRES BOMBAY

Full stocks are held at the Firm's Houses and the following Depots:—
TORONTO, ONT.: W. J. A. & H. Carnahan; Drug Trading Co. — LONDON, ONT.: Cairncross & Lawrence WINNIPEG, MAN.: W. F. C. Erathwaite — VANCOUVER, B.C.: J. A. Teporte n & Co. — CALGARY ALBERTA: Jas. Findlay Drug Co.

'VAPOROLE' (Trade Mark)
'ENULE' (Trade Mark)
'ELIXOID' (Trade Mark)
'VALULE' (Trade Mark)
'VALOID' (Trade Mark)

E 403

HORLICK'S MALTED MILK

AT THE FOUNTAIN

Profitable. Easily Prepared.

—WRITE FOR—

Direction Cards with Formulas for New Drinks.
Attractive Signs.
Window Strips Forwarded.
All charges prepaid.

Horlick's Malted Milk Co.
Montreal, Que. Racine, Wis.

LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

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John Cowan Co., Limited
Montreal Chemical Works
1-15 Dalhousie St. - Montreal

THE
CANADIAN DRUGGIST
Monthly. Established 1888.

The CANADIAN DRUGGIST is issued on the first of each month, and al matter for insertion should reach us by the 15th of the previous month.

$1.00 Per Year

The W. J. DYAS PUBLISHING CO. Limited, Publishers.

Office of Publication

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Representatives:

CHICAGO, ILL.—E. J. Macintyre, People's Gas Building.
ENGLAND—The Canada Press, 16 Regeot St., S. W., London. Telephone Regent 113.
FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

Editorial.

The War Tax.

That the principle of co-operation, as well as the formation of the Canadian Pharmaceutical Association, has been once more justified, is to be seen in the results obtained by the protest against the unfairness of the War Tax introduced by the Finance Minister in the budget speech, as to its bearing upon the drug trade.

The announcement that a tax of ten per cent. would be imposed on all patent and proprietary medicines and toilet articles meant such a clear case of hardship to all branches of the drug trade that it was decided to make a general protest against this, as well as other provisions of the budget. As a result of communications between the different bodies, namely: The Wholesale Druggists' Association, Proprietary Trade Association, The Perfume Manufacturers' Association, and The Canadian Pharmaceutical Association, a deputation was appointed to wait on the Hon. W. T. White, Minister of Finance at Ottawa, and to lay before him the objections of the trade, and to show where they considered it an unjust application of the principle of taxation.

The drug trade and its affiliated interests are not at all opposed, in fact are in the heartiest sympathy with the movement to provide ways and means for carrying on the policy of the Government in regard to the defence of the Empire, and are quite willing to do their share, both in the way of numbers of them enlisting for service, and also the entire trade contributing both individually and through any Government Legislation towards the end in view; but the proposed tax was so unreasonable, and bore so heavily on this one branch of commerce, that they felt it their duty to enter a strong protest against such provisions.

The deputation met with a very cordial reception from the Finance Minister, who assured them that it was his wish, as well as that of the whole Cabinet, to act fairly with all classes of the community, and to receive any objections which might be offered in the sense of fairness to all. There is no doubt that the "Stamp Tax," as proposed in the Budget, was fixed through a misconception of the harshness that it would entail on the drug trade, and the Minister apparently was convinced by the deputation of the injustice which would result from the tax, as proposed.

Nothing definite, of course, has as yet been announced, but it is understood that the tax, as announced through the Daily Press, will be, as near as we can learn, the probable decision of the Government. From this it is inferred that the "Stamp Tax," instead of being ten per cent., as at first proposed, will now be four per cent. All articles up to 25c. subject to the 1c. stamp, $1 articles 4c, and others proportionately. These stamps are not required to be affixed to the article until the time of sale, whereas, under the proposed measure, as was demonstrated to the Minister of Finance, all goods in stock had to be immediately stamped, thus meaning an outlay of several hundred dollars, in most cases, for stamps to be put on these goods as soon as the Act went into force.

Pharmaceutical preparations, when intended for use in physicians' prescriptions, and not sold in the original packages, will not require to be stamped.

More than this, we do not feel we will be justified in stating, at the present time, but evidently the protestations made by the Committee, which waited on the Finance Minister, have been presented in such a way as to convince him of the injustice which would result from the tax, as originally proposed.

Made in Canada.

A contemporary on the Pacific Coast appears to belittle the term "Made in Canada," no doubt from ignorance both of the country and its products, and, therefore, we must excuse any little errors of statements which our friend may have made in respect to this subject.

Well, we have a lot of good things "Made in Canada." At the present time we have been very much engaged in making soldiers as a contribution towards the defence of the Empire, of which we form a part, and we have now something over 90,000 of them, between those that are immediately at the battle front and others that are in readiness to go at any moment. Yes! and we can turn out several hundred thousand of these, if necessary, and they are thoroughly "Made in Canada," the best of material, and the finest to be had in their line; but, apart from this, Canada is full of resources of which the average Californian and, unfortunately, many others, have but the slightest conception, and the manufactured products of this country, many of which have a world-wide reputation, are not to be equalled elsewhere.

Though our first appearance in this publication we are confident that to most of the readers our

LA PREFERENCIA CIGAR

needs no introduction

MADE IN 3 SIZES

CONCHAS	CLUB HOUSE	BULL DOG
3 for 25 cents	10 cents straight	2 for 25 cents

QUITE THE EQUAL OF ANY IMPORTED CIGAR AT HALF THE PRICE. WRITE US.

VALLENS & CO.

LONDON - *CANADA*

Our Canadian Pharmaceutical Specialties are

made in Canada
expressly for Canada
by a very well-known Canadian

Further they are Canadian in Quality, Ethics and Elegance—in short always dependable
Your physicians will receive samples of and Literature on

Ergotole Lapactic Pills Sedatole Pan Peptic Elixir
Sal Laxa Milk of Magnesia Lithiated Sorghum Comp.
Pill Phosphorus Amorphous 1 gr.

YOU will receive Prescriptions and Orders for them.

FRANK W. HORNER, Limited

142 St. Urbain St., Montreal

OUR CANADIAN DISTRIBUTOR
Will gladly quote prices and promptly fill your orders

SHARP & DOHME
Chemists since 1860

Laboratories, : Baltimore
General Offices, New York

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In the line of chemicals, our leading laboratories produce, certainly, some of the finest to be had on the American continent, and although the output is not as large as that of established houses in Great Britain and probably the United States, yet the "Made in Canada" will be found in quality, as well as appearance, to be up to the highest standard. We have so many superlative lines of "Made in Canada" goods that we cannot trust ourselves to enlarge upon them any more at present, for space is limited, but we invite our confrere to come and see us and our goods and we can easily, we believe, persuade him of the error of his word.

Silvol and Agar: Names to Remember.

"Have you Silvol?" "Can you supply Agar?" A good many retail druggists are likely to hear these questions over the telephone in the near future. In every instance a physician will be on the other end of the line. How do we know these things? By reasoning from cause to effect.

Parke, Davis & Co. are the motive power behind Silvol and Agar. They are promoting these products through the media of medical journals, to bring them to the attention of physicians.

What is Silvol? A new silver compound—an active germicide, astringent and sedative, in scale form—an efficient agent for the treatment of acute inflammations of mucous membranes. Silvol is supplied in bottles of one ounce and in 6-grain capsules (bottles of 50). It is certain to have a wide field of usefulness.

What is Agar? A product of Japan, derived from seaweed, supplied commercially in the form of coarse flakes—a mechanical laxative that is certain to come into wide use in the treatment of chronic constipation. It freely absorbs water, which it retains. Passing practically unchanged into the intestine, it permeates the feces, keeping them uniformly moist and promoting healthy, normal evacuation. Agar may be eaten with milk or cream, or mixed with a cereal breakfast food, salted or sweetened to suit the taste. It is supplied in pound and quarter-pound packages.

Keep Silvol and Agar in mind. Keep them in your store. Get the benefit of Parke, Davis & Co.'s extensive advertising to physicians.

Visitors at the O. C. P.

Among the recent visitors at the O.C.P. were Mr. Pepper, of Woodstock; Mr. Lamspeary, of Windsor, who was on his way home from the Penslar banquet, recently held at Montreal; Mr. J. D. Christmas, of Blenheim, and Mr. J. A. Anderson, of Sunderland.

WANTED—Qualified druggist, capable of managing and buying for a store in Toronto, doing a large trade. Must have good experience and references. Apply box 70, Canadian Druggist.

Photography

A word to the druggist about Photographic Goods. A line which should at this time appear very frequently on your cash record is the Wellcome Exposure Record and Diary issued by Burroughs, Wellcome & Co., Montreal.

This pocket encyclopedia provides a complete guide and reference book for photographers, useful alike for both beginner and expert. It contains a mechanical calculator which by one turn of one scale shows the correct exposure to give under all circumstances.

The rapidly increasing sales of "Tabloid" Photographic Chemicals is a sure indication of their popularity, both with amateur and expert.

"Tabloid" Photographic Chemicals are now used by most of the leading Press Photographers, Explorers, Travelers, etc., in all parts of the world, because of their convenience and dependability.

Mr. H. G. Ponting, who accompanied Captain Scott, and whose beautiful views of the Antarctic were exhibited in Canada a few months ago, commented enthusiastically upon these products. Some hundreds of plates and thousands of feet of cinemagraph films were used on this expedition and developed with "Tabloid" Rytol.

It will pay you to push this line in your photographic section; you will be assured of satisfying your customers, and a satisfied customer for one line is the best advertisement you can have for all sections of your business.

Many of the druggists are finding out to their advantage to avail themselves of the 7-hour service for developing and printing offered by the Dominion Photo Supply Co. Limited, 294 Yonge St., Toronto.

Owing to the up-to-date equipment in the finishing Department of this concern, they are enabled to offer not only the quickest service, but the best results in developing, printing and enlarging.

Considering the class of work, and the fast service given by these people, and the profit allowed to druggists and dealers, it does not pay the average druggist to attempt to do the work himself. This is a proposition worth investigating.

A Remedy for Curling Prints.

Having been troubled by the extra tendency of collodion postcards to curl, I tried putting them under a good weight without effect, says a writer in the Amateur Photographer. Pulling them under the edge of a ruler not only gave them extra curls in all ways, but frequently made lines on the face and damaged the corners, so that was no use. I now use a cardboard cylinder about four inches in

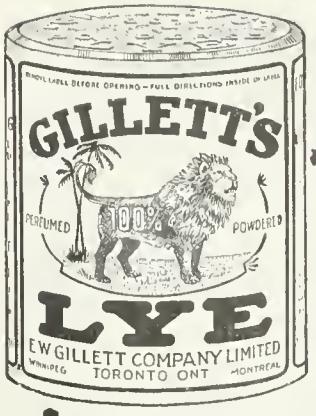
diameter (a printing paper packing tube) and a number of long strips of newspaper cut an inch wider than the cards. To use, I take a turn of the paper round the tube, and then place the cards with the convex sides next to the tube nearly touching each other, and roll them up tightly ; and when all are done, stick the end of the newspaper down with two bits of stamp edging, then leave them for a few hours. When unrolled they have a bend in the opposite direction to that they first had, but a short time under pressure makes them nice and flat.

A One Solution Intensifier.

M. Guillon gives the "Photo-Gazette" the following formula for a one-solution intensifier :

Platinum chloride ....17.5 grs.
Mercuric chloride... .... 6 grs.
Salt .... 12 grs.
Distilled water .... 16 fl. oz.

The negative must be quite free from hypo ; and if it has been dried should be immersed in water until thoroughly soaked. The duration of intensification is from five to fifteen minutes, and all tones are equally intensified. The solution will keep indefinitely, but obviously only in the dark, and can be used till exhausted. This intensifier is on the same lines as the one solution intensifier of the Platinotype Company, which has been in use for over twenty years.—American Photography.



Gillett's Lye Cleanses.

It cleans thoroughly whether the dirt is visible or invisible.

Millions of people use it every day.

Sold by the best Druggists everywhere.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Two other lines

Gillett's Caustic Soda.
Gillett's Cream Tartar.
(Chemically Pure).

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL

Rapid Fixing.

Mr. C. Welborne Piper, in the British Journal of Photography, gives results of experiments regarding the acceleration of the fixing of photographic plates by adding ammonium chloride to the "hypo" bath. The best effect is apparently obtained with 20 per cent. "hypo" and 2½ to 5 per cent. of ammonium chloride, and the use of 40 per cent. "hypo" solution is quicker. It is suggested that the hastening of the fixing operation is due to the formation of ammonium thiosulphate while it is pointed that ammonium chloride costs five times as much as "hypo." An objection by Lumiere and Seyewitz is recalled that the use of ammonium chloride, owing to the formation of less stable salts, requires very careful washing if permanent results are to be produced.

A Correction.

In our last issue an announcement was made to the effect that Independent Drug Stores, Ltd., had become successors to Marett & Reid, Vancouver, B.C., whereas it should read as follows :

The Pacific Drug Stores, Ltd., has been formed by an amalgamation of the Marett & Reid store, the Independent Drug Store and the Torrance Drug Store. Messrs. Marett & Reid and W. L. Torrance are directors.

LA PREFERENCIA

ONE OF THE BEST SELLING CIGARS FOR THE DRUG TRADE.

On another page of this issue will be found an announcement by Vallens & Co., the well-known cigar manufacturers. La Preferencia cigar is known all over the Dominion. It is often said, "What is in a name?" but we must admit that there is something in this particular name. It is a good name and a good smoke.

CLUB HOUSE.

This is also a good seller and, like the one mentioned above, bears a good name. They sell at a reasonable price and are always a good seller for the druggist.

BULLDOG.

This is an exceptionally good seller, especially at the present time when the Bull-dog is in such prominence. The Bull-dog size appeals to the average man, and there is no doubt the name will help the sales.

W. B. Graham, Registrar O. C. P., Honored.

Mr. W. B. Graham, who is perhaps one of the best known men to druggists in Canada, was recently elected Supreme Treasurer of the Order of Canadian Home Circles. This took place at the annual meeting held in Toronto in March. This is considered to be a great honor, and we feel sure that all our readers will unite with us in extending to Mr. Graham hearty congratulations.

Vanderhoof & Co. Keeping Busy.

"Business as Usual" is the sign at Vanderhoof & Co.'s warehouse in Windsor, Ont., where the famous "Mrs. Summers' Combined Home Treatment is handled. Considering the unsettled state of things, business has kept up very well, and this proves, once more, that it is the old, reliable remedies that stand the test at all times.

During the coming season Vanderhoof & Co. expect to do a big business, as the summer months are always very trying for people who suffer with piles, severe headaches, etc. Retail druggists should put in a stock af these reliable goods, and should not forget to advertise them in the store window. Vanderhoof's advertisement will be found on another page.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

JOHN COWAN COMPANY, Limited
3 DALHOUSIE STREET
MONTREAL

TRAVELERS' EDITIONS

DUN'S REFERENCE BOOKS

now ready for delivery, bound in following Districts and Combinations:

Ontario Province
Quebec Province
Maritime Provinces
Western Provinces
Ontario and West
Ontario and Quebec
Quebec and Maritime Provinces
Dominion

It is always important to supply your representative with the latest editions—more so than usual this year—a single deleted name may save him hours of time and dollars of expense. A new name may mean a valuable account opened.

R. G. DUN & Company
Dominion Bank Building, - TORONTO

The Original and Only Genuine

BEWARE OF IMITATIONS SOLD ON THE MERITS OF

MINARD'S LINIMENT

EUROPEAN AGENCY

WHOLESALE buying agencies undertaken for all British and Continental goods, including

Books and Stationery, Boots, Shoes and Leather, Chemicals and Druggists' Sundries China, arthenware and Glassware, Cycles Motor Cars and Accessories, Drapery, Millinery, and Piece Goods, Fancy Goods and Perfumery, Hardware, Machinery and Metals, Jewellery, Plate and Watches, Photographic and Optical Goods, Provisions and Oilmen's Stores, etc.

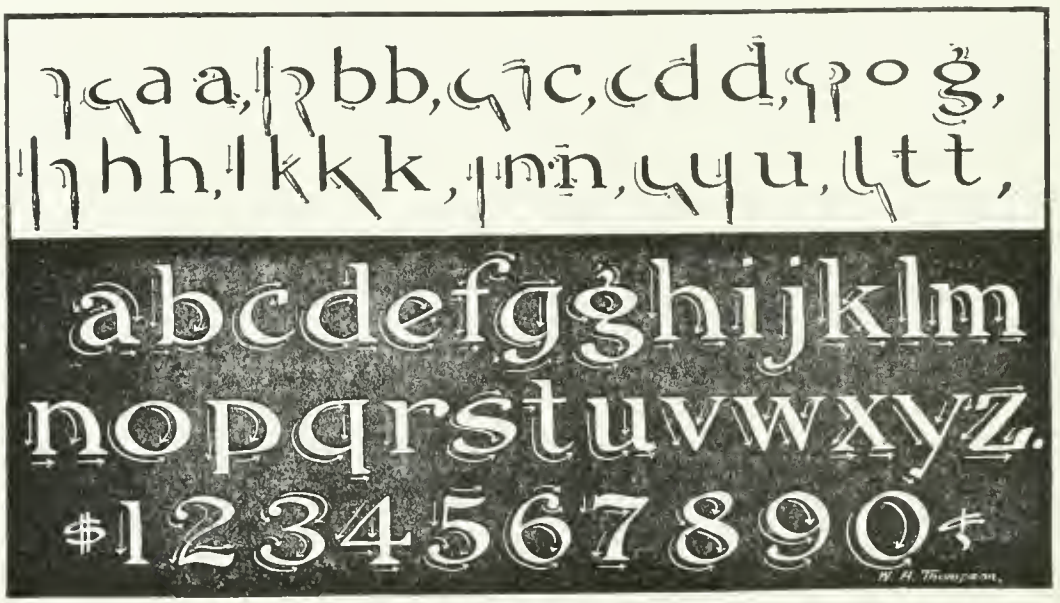
Commission 2½ per cent to 5 per cent Trade Discounts Allowed. Special Quotations on Demand. Sample Cases from $50 upwards. Consignments of Produce Sold on Account.

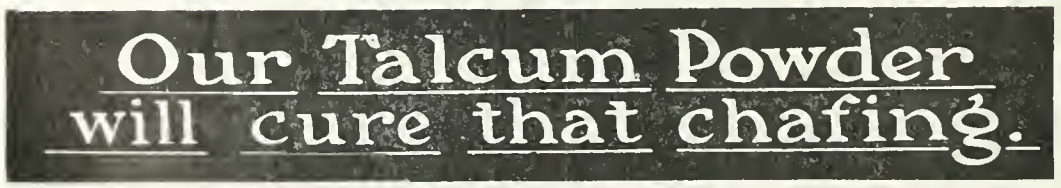
WILLIAM WILSON & SONS
(ESTABLISHED 1814)
25 Abchurch Lane, London, E.C.
Cable Address: "ANNUAIRE, LONDON."

Show Card Writing--Roman Style.

Written Specially for the Canadian Druggist.

For ease in producing practical brush stroke lettering of a Roman style, one should have a good knowledge of general form and make-up of the different letters in order to make them quickly and fairly well balanced without outlining. With a little study on the form and construction of the letters as given in the first two lines of the exercises in the accompanying alphabet plates, all beginners and those with some experience can increase speed and accuracy in this style of lettering. The small arrows indicate the direction or movement of the brush in which the different parts of the letters are made. Red Sable show card brushes, either round or flat with square ends, will give good results. Practice with a No. 7 or No. 9 show card brush and make the capital letters about one inch high. The vertical strokes are made by bringing the brush to a chisel edge. This is easily done when your paint is in good working order and the brush will retain this shape (chisel edge) and enable you to make clean cut straight line, oval or curve strokes without retracing. In forming capital letters make the upper part of B smaller than the bottom. The centre stroke of E, F and H should





Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

The Consolidated Fruit Jar Co.

New Brunswick, N. J.

—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Plain & Decorated Collapsible Tubes,
All kinds of cast metal goods.

"Bottle Caps of all Metals."

WRITE FOR PRICES

LISTEN!!!

The greatest work ever written on the Eye has been prepared by fifteen Specialists, who are pre-eminent authorities on Optical, Optometrical and Opthalmological subjects. They have covered the field as it has never previously been covered, and their master work is now contained in our course of Ophthalmology.

Tens of thousands of dollars and years of tireless labor have been expended to place within your hands sure, safe methods of a non-drug, non-surgical nature that assures relief and cures in a thousand and one abnormalities and diseases of the eye. Send for information regarding attendance and mail courses, also $1,000 Scholarships and Gold Prizes.

ROYAL COLLEGE OF SCIENCE

ROYAL COLLEGE OF SCIENCE, 709 Spadina Ave., TORONTO, CANADA

BUFFALO COLLEGE OF PHARMACY

44 High St. Opens Oct. 6. **30th Annual Session.**

Two years' study secures the degree in Pharmacy (Ph. G.)—Three years' study secures the degree of Master in Pharmacy (Phar. M.) or Pharmaceutical Chemist (Phar. C.) or Analytical Chemist (A.C.)

All Courses include a large proportion of laboratory work. Mail a postal for illustrated Announcement. "Do it now."

This Ink has been known to the trade since 1835, and
PAYSON'S
INDELIBLE INK.
for Marking Linen, Silk & Cotton
WITH A COMMON PEN.
Without a Preparation

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

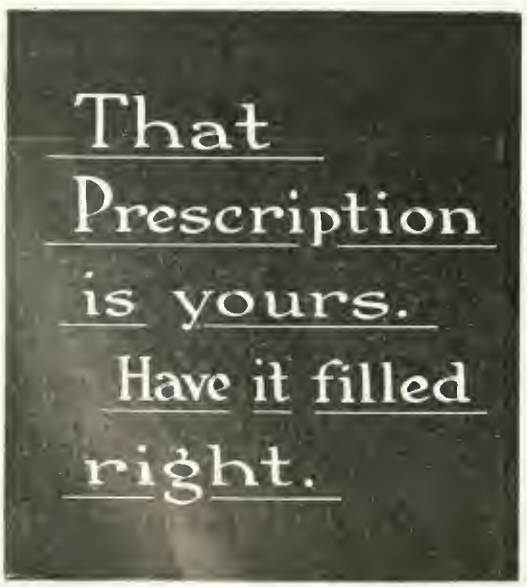
Always in **YELLOW** and **RED** wrappers

The Canadian Druggist

is the oldest Drug Journal in Canada. It is the best advertising medium. Send for rates and give it a trial

be a little above the center. In making the right and left curve strokes of letter O, aim to swell the downward strokes gradually and lessen the pressure of the brush just before coming to the bottom of base line of lettering. With a little practice one can make all the letters in this style of alphabet by the brush stroke method very accurately and in less than half the time required to outline the letters and fill in. Brush stroke lettering is a time saver.

In practice on lower case letters aim to have freedom of movement in forming letter I and curve strokes of o. These are the principal strokes required in making most all the letters. It will pay you to practice faithfully on these two letters so as to develop freedom of movement. Hold the brush similar to the manner of holding a lead pencil, except that the brush should be held more upright. When the brush is held in proper position and used with a free flowing show card paint (rather thick) all curve and straight line strokes can be easily made true and uniform with one sweep. Always use water color paints for lettering on paper or cardboard. When making capital letters one inch high, the short lower case letters such as a, c, o, s, n, etc., should be $\frac{5}{8}$ of an inch high. The $ and cent characters should be made small, about half the size of figures. The alphabets and card copies presented herewith give a good suggestion for practice, and it will pay all interested in rapid lettering to master this style thoroughly, as a wonderful variety of neat show cards can be made in this style of lettering.



Senna.

Evidence is accumulating in various directions that after the war Germany will find that many of her sources of direct supply of raw produce and materials hitherto existing in the British Empire have been cut off, and that the trade has passed into British hands, says a writer in the Chemist and Druggist. We do not doubt, however, that Germany will wage a keener commercial war than ever in order to win back her former position, the more so as she will be a poorer nation. This reflection is the result of reading a circular sent to us from the Imperial Institute on Alexandrian senna, which is as follows :

Energetic steps are being taken to secure the trade in that useful drug, senna, in British hands. The plant from which the finest quality of senna is obtained grows in the Sudan, where the leaves and pods are collected and dried by the natives, and sold to the collecting-agents for export. A large quantity was formerly exported via Alexandria, whence the senna is known as Alexandrian senna to distinguish it from other varieties.

At one time this trade was entirely British, and the produce was sold through London, but subsequently it passed into German hands, and British manufacturing chemists have had to obtain their supplies through Hamburg. Moreover, it is alleged that the German exporters in Egypt have succeeded in cornering the market at various times for account not only of dealers in Hamburg, but also in New York, with the result that there has been a scarcity of senna in the United Kingdom and the prices obtained for leaves and pods have at times been artificially raised to much above the real value, while there has, it is said, been a great deal of adulteration.

The Imperial Institute has been in communication with the chief British importers and with the Egyptian Government, and the export of senna from Egypt has now been prohibited, except to the United Kingdom and France. The export of senna to Germany and elsewhere via neutral countries is thus prevented, and British firms are making arrangements direct with the native growers, which should not only restore the trade to this country, but lower the price and secure the purity of the supply.

The above statement has also gone the rounds of the Press, and is more of an advertisement of the Institute than a correct statement of fact. It is incorrect to say that the so-called Alexandrian senna-trade had "passed into German hands, and British manufacturing chemists have had to obtain their supplies through Hamburg." There may have been times when Hamburg was cheaper than London, and vice versa, but the senna trade has not been wholly in German hands. Undoubtedly there has been a great deal of adulteration of Alexandrian senna of late, and many parcels have been received with an admixture of Arabian or Mecca leaf (Cassia angustifolia), which has made purchasers cautious. It needs an expert to detect the adulteration, and frequently parcels consisting entirely of Arabian leaf are taken as Alexandrian by unsuspecting buyers. The manipulation is said to take place in Cairo, where the senna is graded and classified on receipt from Khartum and Omdurman (two of the chief centres), Alexandria having no senna trade whatever. Formerly large quantities were sent to Trieste to be graded, but the bulk of this trade, (also gum acacia picking) appears to have been lost to Trieste since the opening up of the Sudan railway and Port Sudan, when produce is brought direct to London and Liverpool. The statement that the exports from Egypt have been prohibited except to the United Kingdom and France is interesting. We hope it will be carried out, but we are doubtful as to its possibility. The United States is the largest senna buyer, and the bulk of her purchases are made direct, frequently to the sorrow of the buyer, who afterwards finds London a cheaper market. We noted at the close of last year that the Indian Government had prohibited the exports of Tinnevelly senna, but this has now been modified, it being understood that the Government exercise a strict supervision as to the destination, the idea being to prevent any going to Germany. This is feeble, as Germany consumes little Tinnevelv senna ; on the other hand, the London merchant has been deprived of much of his business in senna, because the United States purchases direct, and that is so much less for London. To-dav excessively high prices are being paid for Tinnevely senna, and the position is such that the demand exceeds the supply, orders remaining unexecuted.

Obituary.

Our readers will regret to hear of the death of Mr. Wm. McLean, Barrie, Ont. The late Mr. McLean was for a number of years in the drug business, but at the time of his death he held the position of Division Court Clerk. He was 63 years of age.

An Oil City man, who was detained at the house for a part of the day, handed his wife, who was going down-town, a quarter of a dollar and requested her to get him three cigars for it.

When she returned she handed him the package, remarking exultantly :

"That shows that the women can beat the men all hollow when it comes to making purchases. I found a place where I could get eight for a quarter instead of three. Isn't that going some ?"

And the poor man, as he took his medicine merelv remarked :

"It certainly is, dear."

PHARMACY IN GREAT BRITAIN

The Drug Market—Sale of Aspirin—A Hint to Dispensers—"Gripe Water"—Hexamine or "Urotropine"—Women Pharmacists and the Crisis—Extravagant Prescribing—International Opium Conference.

Since I last wrote, the prices of synthetic drugs generally have continued to advance, and it seems probable that the same tendencies will be noticeable for some time to come. The advance has been particularly notable in the case of the salicylates, which are gradually getting scarcer. It is true that salicylates are being manufactured in this country, but it is obvious that they are not being produced in sufficiently large commercial quantities to supply the demand; as time goes on the output of British makers will no doubt be increased. There is also the expectation that in a month or so supplies will be coming from France, but no considerable quantity seems to be expected from the United States, and there may be a shortage in that country if supplies from Germany are stopped. Antipyrine, acetanilide and phenacetin are among the other synthetics that have advanced in price. The demand for morphine and iodine for use by the medical services of our own and our allies' armies continues heavy, makers finding it difficult to keep pace with orders. Cod liver is much dearer, notwithstanding the fact that the results of the Norwegian fishing have so far been good; the reason given for the advance is that Germany has bought up large quantities, and it is suggested in some quarters that the oil is being used in Germany as a food. One of the few drugs that have fallen in price is liquid paraffin, which is now being produced in this country, and is selling at much lower rates.

* * * *

The Aspirin trade marks having been definitely suspended for the time being, the name is being used in connection with acetyl salicylic acid from many sources, and it seems likely there will be a considerable increase in the consumption of this drug, which is being largely advertised. At a recent meeting of the Pharmaceutical Society, Professor H. L. Smith gave the results of the examination of various samples of acetyl salicylic acid from various matters; in chemical composition they nearly all correspond to the original aspirin and there seems to be no reason, if proper precautions are taken by buyers, why acetyl salicylic acid of any good make should not be purchased.

* * * *

Professor H. G. Greenish, of the Pharmaceutical Society, has been investigating the question of the discoloration of sodium salicylate solution in the presence of alkalies. It seems that the brownish color which a solution of sodium salicylate assumes when mixed with a solution of sodium bicarbonate is due to the oxygen of the air acting on the salicylate in the presence of sodium sesquicarbonate. The addition of a grain of sodium sulphite or bisulphite to an ordinary eight ounce mixture tends to check the discoloration—a useful hint to dispensers.

* * * *

A pharmaceutical "cause celebre" has recently occupied the High Court for ten days. An action was brought by Wm. Woodward, Ltd., the proprietors of "Woodward's Gripe Water," for an injunction to restrain Messrs. Boulton Maero & Co., Ltd., from infringing their registered trade mark "Gripe Water," and the defendants brought a counter motion to remove the mark from the register. The trade mark was registered in 1876, with a claim for use going back twenty-four years. To go into the evidence would take pages, and it will suffice to say that in the end the Court granted the injunction asked for, and refused the defendant's motion to remove the mark from the register. The trade mark "Gripe Water" is therefore valid, and the property of Wm. Woodward, Ltd.

* * *

Messrs. Burroughs, Wellcome & Co. have made a further application to the Patent Court to use the German trade mark "Urotropine." The British agents for Shering's Urotropine, Messrs. A. and M. Zimmermann, were approached by Burroughs & Wellcome for a supply of urotropine, and the reply was that they were not for the present in a position to supply, but hoped to be able to do so in a few weeks; they added, "We have, however, in stock, some HEXAMINE of very excellent quality, of which we can supply you some if desired." In the course of the hearing of the application, Mr. A. Zimmermann said he was expecting a further supply of urotropine from Germany, as he had a license to import it. The decision of the Court has not yet been given, but it is interesting to note that the lay press in commenting on the matter, says, "Here we have a case in which hexamine may be imported without a license, apparently to save prescribers the trouble of changing the name in their prescriptions from urotropine to hexamine. It is time we knew who grants licenses of this character, and how they can be justified."

* * *

An appeal is being made by one of the leaders of the women's pharmacists movement for women

pharmacists to take up positions in pharmacies, in order to fill some of the places vacated by the young men who have joined the army. Hitherto women pharmacists have, as a rule, taken positions as dispensers in public institutions. In many insurance districts all over the country there is a large deficit in the fund for the payment of the drug bills, and the consequence will be that pharmacists will lose a lot of money. To a large extent this shortage is due to extravagant prescribing, and the leaders among the doctors themselves recognize this. They have, therefore, made an appeal to insurance doctors to use greater economy in prescribing, where that is possible without detriment to their patients; they are warned not to prescribe secret remedies, not to use too many flavoring agents, not to use tinctures where liquors will suffice and to use methylated liniments.

* * *

The report of the third International Opium Conference has just been issued as a Parliamentary paper. It shows that up to the beginning of the year fair progress had been made with regard to the opium convention, but it is obvious that in the present state of international unrest, such matters must remain in abeyance.

Big Fire at John Taylor & Co.'s Soap Works.

Fire which broke out on Sunday morning, April 11th, in the factory of John Taylor and Company, Limited, soap and perfume manufacturers, Toronto, damaged the building to the extent of $1,000 and the stock to $10,000.. The loss is said to be fully covered by insurance.

The fire started among a large pile of empty cardboard soap boxes on the third floor of the building and was first noticed about 8.15 o'clock by a passer-by who saw smoke issuing from the windows on that floor.

The building contained a large number of empty cardbqard boxes and stationery, and the flames fed by this soon spread and appeared to be spreading to all sections of the building. Several lines of hose were soon working, however, and after an hour's fight, the firemen succeeded in placing the blaze under control. The most serious damage was done on the fourth floor, where a large quantity of perfumery was awaiting bottling, while hundreds of cakes of soap were also ruined.

The origin of the fire is a complete mystery. When the night watchman left the building at 6.30 o'clock there were no signs of fire. The boxes in which the fire started were in the centre of the building on the third story, and as far as District Chief Sinclair could see, there were no electric wires near enough to the boxes to cause a fire. There was also nothing of a combustible nature in that section of the building.

Owing to the good work of the brigade, several large vats containing soap in the process of manufacture were not injured, and work in the factory was resumed as usual on Monday morning. Some delay was caused in the perfumery section, but this was only temporary, and it was expected that before the end of the week the plant would be running at full capacity.

Note the Acidity of Hydrogen Peroxide Solution.*

By B. L. Murray, Ph C., Rahway, N.J.

The acidity of solutions of hydrogen peroxide may be due to one or more acids, free phosphoric, sulphuric or hydrochloric acid usually being present. To determine quantitatively how much free acid is present has been studied by many, and with varying success. The choice of an indicator for the titration must be made, and it has generally been attempted to select one indicator suitable for all cases. Of course the amount of free acid in solution of hydrogen peroxide for general medicinal use does not need to be controlled very closely, so perhaps one indicator for all acids is sufficient. But by following out a suggestion, published by the writer some years ago, and lately elaborated, we can easily select an indicator suitable to the acid to be tritrated.

It was advised that one could decompose the hydrogen peroxide by means of platinum metal, subsequently titrating the acid remaining. This procedure has now assumed this shape. Place the customary 25 cc. sample of peroxide and an excess of decinormal solution of sodium hydroxide in a long test tube (about 8 or 10 inches long). Add about three grams of platinized pumice stone and place the tube in a steam bath for about 15 minutes, or until the peroxide is all decomposed. The heat and the shape of the container (long and narrow) hasten the reaction. It only remains to pour the remaining liquid into a beaker or flask and complete the titration of the acid that was in the peroxide, now in simple aqueous solution as a sodium salt. In our hands an excess of standardized acid is generally added, followed by boiling and subsequent titration with decinormal alkali. Any indicator suitable to the acid and conditions at hand can be used. Experiments show that it is easy by the above method to so completely destroy the peroxide that no reduction of permanganate can be obtained from the resulting liquid. The pumice stone is easily prepared by soaking the stone in solution of platinic chloride, then igniting, then re-soaking and re-igniting. It is used over and over.

*Read before the Scientific Section of the A. Ph. A., at the Annual Convention and reprinted from the Journal A. Ph. A.

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Specially prepared for Medical, Surgical and Dental use.

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½ lb. Bottles—$1.40 doz.	3 doz., $1.35 doz.	6 doz., $1.30 doz.	1 gross, $13.75
¼ lb. Bottles—95c doz.	3 doz., 90c doz.	6 doz., 85c doz.	1 gross, $9.50 gr.

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PONTIAC, - MICHIGAN.

Trade Notes

E. Prevost has succeeded G. F. Emery, Montreal, Que.

Dr. Geddes has started a new business at Westlock, Alta.

L. W. Bell has succeeded to the Eddington Drug Co., Hardisty, Alta.

Gretchen Bros. succeeded Paleson Bros. at Arborg, Man.

D. C. McMillan has started a new business at Consul, Sask.

W. J. Beattie has succeeded V. Allen, of Darlington, Man.

D. Matthews has succeeded R. H. Nixon, of Georgetown, Ont.

G. W. Reynolds has succeeded J. A. Roberts, Port Dover, Ont.

James Chalmers has started a new business in Aylesbury, Sask.

G. M. Knight has started a new business in Vanderhoof, B.C.

The Reid Drug Co., Ltd., has succeeded Geo. D. Reid, Toronto.

Burke Foster is opening a new business in Bedford Park, Toronto.

J. Trudel, of Pennant, has removed to La Fleche, Sask.

W. Hart is starting a business at Fairbanks, a Toronto suburb.

W. P. Duncalfe has succeeded D. R. Black, of Cartwright, Man.

A. E. Kantel, Limited, Toronto, has been incorporated. Capital, $40,000.

J. E. S. McClung, Moose Jaw, Alta., is reported to have sold out.

L. J. Cote has started a new business at 3085 Casgrain St., Montreal.

J. B. Patterson, of Ogema, Sask., was burned out on January 28th.

Tamblyn's Limited has opened another branch on Avenue Road, Toronto.

The Pacific Drug Stores, Limited, has been incorporated in Vancouver, B.C.

Walter J. Stevens has succeeded A. R. Bonham, Queen St. East, Toronto.

A. Cronyn, recently of Nelson, B.C., has started a business at Pincher Creek, Alta.

White's Drug Store has succeeded the White Drug Co., of Campbelltown, N.B.

Prouse's store, Kingston, Ont., was slightly damaged by fire on February 6th.

Dr. W. C. Morrison, Sudbury, Ont., was burned out on February 5th. Loss about $7,000.

Walter R. Strong, of the Strong Drug Co., Haileybury, Ont., died on March 4th.

A. W. Campbell, Regina, Sask., has opened a branch at 1750 Hamilton St., that city.

Harold Neve has disposed of his interests in the Standard Drug Store, Vancouver, B.C.

The estate of B. A. Glen, Melfort, Sask., has been sold to G. A. Moore, of that town.

The stock of S. B. Clark, Hanover, Ont., was damaged by fire on January 27th.

J. Cairns, recently of Burns & Cairns, Vancouver, has succeeded to the City Drug Store.

J. A. Smith has succeeded to the Royal Drug Store, Winnipeg, and is running it as a branch.

O. G. Gancher has succeeded L. Lippins in the St. James St. branch of the Canadian Pharmacy, Montreal.

The Barnes Drug Co., of Sault Ste. Marie, Ont., was destroyed by fire on February 10th. Loss on stock and building was about $25,000.

The Wade Drug Co., Grand Falls, N.B., is applying for incorporation. Capital, $9,000. H. S. Wade, F. A. Wade and Dr. Chapman are applicants.

Lawrence, Limited, druggists and stationers, of Sault Ste. Marie, Ont., have opened a branch at Hearst, Ont. Mr. F. J. Willey, who has been with the firm in the Sault since last fall, has gone to Hearst, and Mr. A. L. Caldwell, lately with H. G. Robertson, of Barrie, has taken his position in the Sault store.

The Neurasthenic Invalid.

Like the poor, the neurasthenic is "always with us," and while the stress and strain of modern life and living continue, the physician will be called upon to treat the more or less chronic invalid who exhibits all sorts of bizarre symptoms, in endless and kaleidoscopic variety. It is, of course, an easy matter to advise the physician to search out and remedy the operative cause of the disorder, but it is not always as easy to do this, especially when no organic changes are discoverable. While purely symptomatic treatment may be unscientific, it is usually essential, in order to gain and retain the confidence of the patient. There is, however, one pathologic finding in a large majority of cases, and that is anemia, of greater or lesser degree. In some instances this may be found to be the essential cause of the neurotic symptoms. In any event, this condition should be corrected, and for such purpose there is no better remedy than Pepto-Mangan (Gude). When a hematinic is indicated for a nervous, cranky man, or a finicky, more or less hysterical woman, Pepto-Mangan is particularly serviceable, as the patient cannot consistently object to the taste, which is agreeable to every one. The digestion is not interfered with in the least, constipation is not induced, and the blood-constructing effect of the remedy is prompt and certain. It is always worthy of trial not only in the anemia of the neurasthenic invalid, but also in all conditions of blood and tissue devitalization.

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We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

Drug Shelf Bottles With Glass Labels

FOR SALE

6	5-12 doz	4 oz	Glass	Stoppered	Salt Mouth	Glass Label,	$1.75
2	5-12 "	pint	"	"	" "	" "	2.75
3	"	quart	"	"	" "	" "	3.50
9	"	4 oz	"	"	Tincture	" "	1.75
2	"	pint	"	"	'	" "	2.75
5	2-3 "	quart	"	"	"	" "	3.50
3-4	"		Glass Shelf Jars				1.50

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WANTED.

Wanted to hear from owner of good hotel for sale. Send cash price and description. D. F. Bush, Minneapolis, Minn.

DRUG BUSINESS WANTED

Drug business wanted showing a substantial profit with or without a good side line. A good live Ontario town preferred. Apply Box 90 Canadian Druggist, Toronto.

Two thousand dollars buys interest in one of the best paying drug stores. Good chance for a young man. Manager before long if capable. Best references. Box 312, Nelson, B.C.

One or two good lines on a commission basis for Province of Nova Scotia by Traveler having first-class connection with druggists, grocers and general store trade. Write Box 20, Canadian Druggist.

FOR SALE—SNAP.

Drug business in good Northern Alberta town, C.P.R. divisional point. Full prices. Crops A1. Established six years. Stock and fixtures $1000. Address P.O. box 89, Hardisty, Alta.

PHARMACY BOOKS.

Chemistry and Natural History, from the library of the late Dr. Wm. Saunders, of Ottawa,for sale by Henry S. Saunders, 41 Harbord St., Toronto. Send for list.

Buffalo College of Pharmacy.

This progressive College is completing its twenty-ninth annual course of instruction. Its attendance this winter has been the largest in its history. The freshman class was so numerous that additional laboratory facilities were constructed, and a further addition is planned for next year. This school gives a particularly strong course ot instruction, laboratory work being especially emphasized. Its graduates are distinguished for their practical ability, not only passing State Board of Pharmacy with readiness, but achieving marked success in the practice of pharmacy.

While the bulk of the school are in the two former classes, over forty of them are taking a three year course in Analytical Chemistry. The graduates in this course are sought in the many industries in Western New York requiring the modern application of chemistry in their conduct of their business.

The interest in this College does not cease in its students with graduation. Two vigorous alumni associations are aggressively supporting the interest of its school and its graduates. Numerous dinners and reunions occur through the year, so that the alumni body is unusually well knitted together. On April 15, it is expected that a large group of graduates will go from Buffalo, and also from Syracuse to Rochester, for an alumni dinner in the latter city. By such means College spirit and loyalty are maintained.

Any of our subscribers wishing pharmaceutical education in the States will do well to write Frank E. Lock, M.D., Phar. M., Secretary, 44 High St., this city, for an illustrated announcement.

The Care of Tooth Brushes.

"It would be a good idea for every druggist to have these directions printed on cards or slips of paper, and to wrap up a copy with every brush sold," says a writer in one of the American drug papers.

Tap the brush before using it, to see if you can jerk out any loose bristles.

Tap the brush after using it, to shake out the water, and put it away fairly dry.

Do not keep it closely shut up in a brush tray or dressing-bag bottle.

Cause of Complaint.—Loose bristles may be found in a new brush in consequence of the wire having cut the bristles in half while drawing them into the hole, the knot being too full.

Bristles may project beyond the level of the serge, the knot being too slack; clip them off; do not withdraw them, and thereby make the knot still more slack.

Bristles will perish if brushes are put away thoroughly wet, or left for days to get thoroughly dry; after a time, even with the greatest care, this will happen.

Brushes will smell offensively if closely shut up when wet; they will also become discolored.

Tooth brushes will wear out in course of time; some people use them for months, while some will cut them down very quickly, thus:

Teeth with sharp edges cut bristles.

Teeth with irregular spaces will catch individual bristles and forcibly withdraw them.

Some people select a brush too soft for their requirement, and make it harder by pressure, breaking down the bristles, which they would not do if their brush was sufficiently hard.

A tooth brush being an inexpensive article, it is wiser, therefore, to throw it away before it is thoroughly worn out than to keep it as an annoyance, which it will be if used too long.

Old-Time Soda.

Ah, that little soda fountain in the little village store!
You remember it, I reckon, from amidst your childhood's lore?
As an altar, mystic onyx, at which thirsty souls would bow—
Marble, glass (and also pewter)—mean compared with founts of now.
With a jet of liquid spurting in a captivating dome
Like the rattle of a sleet storm on the window panes of home.
Yes, the sound was well suggestive of an icy, Wintry blast
And presumed to woo the nickels that our labors had amassed.

Let us call by rote the flavors. What a tantalizing row!
We have stared so oft along it that I swan we ought to know.
Chocolate, wild cherry, ginger, strawberry and sass'prilla,
And those regulation standbys, good old lemon and vanilla.
With a chance at "Saratogy" and at "vichy" on the side—
Beverages for our elders, but by youngsters seldom tried.
'Twas a gamut quite sufficient for the strictest epicure,
And the wildest dreams of childhood might no finer draughts conjure.

Then it didn't take a "mixer" educated at a school
(As demanded by the palate of to-day upon the stool),
Ladling, dumping, stirring, pouring with a flourish and a smile,
And new names invented daily further custom to beguile.
At the "reely, truly" fountain there were motions only two:
First the flavor, next the "sody," and all ready was the brew.
Long before the fad of sundaes; stuff from egg and fruit begot;
Long before a greedy public thought of having soda hot.

Ah, the grand anticipation when we shyly sided in
And surveyed the magic frontage as we dangled happy shin
While the keeper of the altar (Mr. Brown or Mrs. Jones)
Queried: "Well, what flavor, children?" in not over-patient tones.
Choc'late, strawberry, or ginger?—Cherry—huh! or sass'parilla!
Ever taste the combination, mingled lemon and vanilla?
It is fizzing, it is foaming, it is mounting in our nose!
How it prickles, how it tickles, how it tingles to one's toes!

—Edwin L. Sabin, New York Sun.

The party of tourists were going through a small town, having the time of their lives, laughing and joking. One of them thought she would have some fun, and called a little girl standing near. "Are there any shows in town?" To which the little girl answered, "Only the one you people are making."

A merry sinner is at least more entertaining than a melancholy saint.

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Furniture Cream—For cleaning and polishing Furniture, Patent Leather, Oilcloth, etc. Glass and Stone Bottles.

Brunswick Black—For beautifying and preserving Stoves and all kinds of Ironwork. In Bottles.

Silversmith's Soap — (Non-Mercurial) for cleaning and polishing Silver, Electro-Plate, Plate Glass, Marble, etc. In Tablets.

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as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

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Ontario College of Pharmacy Examinations.

The final examinations of the Ontario College of Pharmacy have been announced. The awards were as follows:

General proficiency — College gold medal, Orville P. Watson, Vernon, B. C.; college silver medal, Victor O. Sawyer, Toronto.

John Roberts Scholarship—($100)—Orville P. Watson, Vernon, B. C.

John Roberts gold medal—(Chemistry and Pharmacy)—Orville P. Watson, by reversion, Victor O. Sawyer.

Subject medals—D'Avignon gold medal (dispensing), H. I. Johnston, Windsor, Ont.; Heebner gold medal, (pharmacy), L. G. J. Watson, Exeter, Ont.; Chambers gold medal (chemistry), E. N. Porter, Peterboro, Ont.; Fotheringham gold medal (materia medica), J. H. Keith, Orangeville, Ont.; Scott gold medal (botany), O. Upshall, London, Ont.

Passed with honor (in order of merit) —O. P. Watson, Vernon, B. C.; V. O. Sawyer, Toronto; E. M. Porter, Peterboro; F. E. Snetsinger, Cornwall; Ernest Rumford, Fort William; T. A. M. Ferguson, Toronto; R. W. Redman, Bowmanville; E. T. Weir, Asheroft, B. C.; R. D. Doyle, London; H. I. Johnston, Windsor; J. Anguish, Muirkirk; L. G. J. Watson, Exeter; and C. W. Holbrook, North Bay, equal; A. F. McKibben, Pakenham; F. J. Powers, Ottawa; M. S. Mirochnick, Toronto; J. W. Ford, Dunnville; G. H. Grant, Toronto; C. H. McAvoy, Exeter; F. F. Homuth, Wingham; P. L. Park, Delhi; C. H. Whitelock, Hamilton, and O. S. Upshall, London, equal; N. P. Haist, Welland; J. A. Dickie Vancouver, B. C.;A. R. Wilkins, Toronto; Edward Vogelman, Dunnville, and W. C. Seaton, Forest, equal; V. H. Wilson, London; C. W. McDermid, Collingwood; E. P. Foster, Medicine Hat, Alta.; E. A. Simmons, Hamilton; W. H. Kirk, Tweed; J. H. Keith, Orangeville; L. S. Haight, Wellington; Jas. W. Wilson, Sarnia; G. C. Hodgins, Niagara Falls; Fred Bawden, London; L. P. Keane, Trenton; H. C. Keller, Chatham; M. M. McCormick, Harrow; W. R. Freeman, Brighton; E. E. Barber, Vancouver, B. C.; R. L. Roach, Toronto; C. W. Flemmg, Hagersville; C. B. Reed, Fort William, and W. K. Buckley, Sydney, C. B., equal; W. F. Walther, Mitchell; A. J. Bulgin, Guelph; J. L. Halpenny, Ottawa; A. C. Struthers, Owen Sound, and W. E. McKenzie, New Westminster, B. C., equal; W. J. Troy, Chatham, N.B.; J. M. Strang, Lanark, and M. R. Nicol, Norwood, equal.

Pass list (alphabetically arranged) —G. L. Agnew, Victoria, B. C.; T. A. Allan, Durham; H. M. Betters, Moose Jaw, Sask.; Clayton Butehart, Edmonton, Alta.; R. S. Coventry, Moose Jaw, Sask.; W. H. Davis, Toronto; G. A. Dawson, Leamington; I. R. Douglas, Meaford; P. P. Doyle, Belleville; O. B. Fish, jr., Moose Jaw, Sask.; R. E. Garvin, Acton; H. J. Gimblet, Whitby; A. R. Goodheave, Orangeville; V. W. Graham, Cobden; W. H. Ireland, Toronto; Jos. F. Keating, Vancouver, B.C.; G. E. Kidd, Warsaw; J. S. Lawson, Guelph; C. T. Lee, Toronto; J. W. Lowe, Stratford; H. W. Magee, Toronto; E. A. Mann, Prince Rupert, B. C.; W. J. Marshall, Shelburne; E. J. Meyers, Port Arthur; W. N. Moore, Cobalt; F. K. Moran, Vancouver, B.C.; N. R. Moyer, Moose Jaw, Sask.; R. G. McIntyre, Harrow; T. A. McGrory, Prescott; J. A. McPherson, Ridgetown; Thos. Nelson, Toronto; George Pinder, Mitchell; W. H. Pole, Sarnia; H. C. Quarrington, Toronto; J. T. Robb, Owen Sound; F. L. Rolston, Owen Sound; R. H. Sandercook, Woodstock; G. L. Sinclair, Gravenhurst; Jos. Spring, Toronto; W. F. Sullivan, Sydney, N. S.; F. W. Thompson, Lindsay; J. Russell White, Walkerton; E. L. Wing, Berlin; D. H. Wray, Newmarket; H. Zilliax, Listowel.

Passed in five subjects— C. S. Forrest, Vancouver, B. C., (Dispensing, Theor. Pharmacy, Pract. Pharmacy, Materia Medica and Botany); J. McCallum, Edmonton, Alta., (Prescriptions, Pract. Chemistry, Theor. Pharmacy, Pract. Pharmacy, Materia Medica); W. C. Nobes, Kingston, (Prescriptions, Pract. Chemistry, Theor. Pharmacy, Pract. Pharmacy and Materia Medica); V. A. Richard, St. Louis, N. B., (Dispensing, Pract. Chemistry, Pharmacy, Pract. Pharmacy, Materia Medica).

The Late J. H. McKinnon.

John Hugh McKinnon, Vice-President of the Northrop and Lyman Co., Limited, 86-88 Richmond Street west, died at his home, 506 Jarvis Street, Toronto. The late Mr. McKinnon was born at Smith's Falls 67 years ago. He was educated in Durham County, and on leaving school joined the Northrop-Lyman firm then situated at Newcastle, Ont. When the firm went to Toronto in 1872 he came with it and gradually rose from one position to another until he became vice-president.

The late Mr. McKinnon was one of the highest Masons in the Dominion, being a 32nd degree Mason and an honorary member of the Grand Lodge. He was also president of the Caledonian Society. He was a member of the Jarvis Street Baptist Church, and until a few years ago took an active interest in all departments of the church. In politics he was a Liberal.

The Fly is Coming.

O. & W. Thum Company, makers of the famous Non-Poisonous Fly Destroyer,announce that they are prepared to supply all orders to retail druggists at the shortest notice. They ask that orders should be sent in early, as there is always such a tremendous rush when the hot weather once begins.

Raphael Tuck & Sons' Competition.

Raphael Tuck & Sons have just issued the names of the prize winners in their Painting Book Contest. The full list of the principal prize winners was printed in circular form and sent out to competitors and others who were sufficiently interested in the competition.

The competition created interest, and was from every viewpoint, a huge success. The amount of cash distributed in prizes was $5,000.

A Business Convention With A Spice of Good Fellowship

The Associated Advertising Clubs of the World will hold their Eleventh Annual Convention in Chicago from June 20 to 24

The distribution problems of the fields represented by this publication and other trade and technical journals will receive particular attention.

This convention will surpass those of previous years in size, in thoroughness, in scope and in results. The great war has broken down walls and built new ones. It has rearranged existing markets and has created new ones. The problem constantly before every wide awake busines man is, "How can I meet new conditions; how can I profit by them?"

These questions will be discussed from every one of their thousand and one angles by some of the brainiest merchandising men in the country. They will be analyzed in the broad sense in the general discussions and in detail in each of the various departmental meetings.

The convention won't be all work and no play. The lighter side of life, social frivolity, won't be neglected, but won't be overworked. Goodfellowship and a spirit of jovial comradery have always been an important part of our conventions.

There will be entertainments, shows, pageants, receptions, auto drives, lake trips, and luncheons and shopping visits to the famous State Street shops for the ladies. Bring your wife, daughters and sisters. The programme has been arranged so that visitors can combine education with recreation.

President Wilson, conditions permitting, will head a notable array of speakers. Hon. W.J. Bryan, John Fahey, Henry Watterson, George Horace Lorimer, Arthur Brisbane and Elbert Hubbard will be among the others heard.

Remember the date—June 20-24, the place—Chicago, and be there.

For special information, address the Convention Bureau, Advertising Building, 123 Madison St., Chicago.

THE CANADIAN DRUGGIST

DINEEN BUILDING, - - - TORONTO.

The Stamp Tax.

The Act Authorizing the Stamp Tax, as passed by the House, which went into force April 15th, 1915

THE SPECIAL WAR REVENUE ACT.

Following we give part III. of this Act, containing as it does, the regulations directly affecting druggists and indirectly all financial and postal transactions.

PART III.

10. This part except as herein otherwise provided shall come into force on the fifteenth day of April, 1915:

Stamp duties on articles in bottles and packages.

14. In this section and in the remaining sections of this part, unless the context otherwise requires:

(i) "Consumer" means a person who uses up

(a) a proprietary or patent medicine,

(b) perfumery,

(c) wine of the grape, non-sparkling, or

(d) champagne or sparkling wine,

either in serving his own wants or in producing therefrom any other article of value; and "selling to a consumer" includes selling by retail;

(ii) "package" includes carton, packet, box, pot, cask of wood or other material, or other first receptacle, or covering.

(iii) "perfumery" includes alcoholic and non-alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair oil, tooth and other powders and washes, pomatums, pastes and all other preparations used for the hair, mouth and skin;

(iv) "Proprietary or patent medicine," includes pills, powders, tinctures, troches or lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters (except mineral waters in their natural state or carbonized), essences, oils and other medicinal preparations or compositions, bottled or packed ready for sale in respect of which the person making or preparing the same has or claims to have any formula or secret or occult art for the making or preparing thereof, or has or claims to have any exclusive right or title to such making or preparing, or which are prepared or made under any letters patent, or which are designated by the trade mark or which are prepared in accordance with any formula published or unpublished as recommended to the public by the makers, vendors or proprietors thereof as remedies or specifics for any disease or affection whatsoever affecting the human or animal body, but does not include any medicinal preparation or composition recognized by the British or the United States Pharmacopoeia or the French codex as official.

15. Every person selling to a consumer any bottle or package containing

(a) a proprietary or patent medicine

(b) perfumery,

(c) wine of the grape, non-sparkling, or

(d) champagne or sparkling wine,

shall, at or before the time of sale, affix to every such bottle or package an adhesive stamp of the requisite value as mentioned in the schedule to this Part.

2. Every importer of

(a) a proprietary or patent medicine,

(b) perfumery,

(c) wine of the grape, non-sparkling, or

(d) champagne or sparkling wine,

who is a consumer, shall, while such articles after importation into Canada are in the custody of the proper customs officers, affix an adhesive stamp to the bottles or packages containing such articles of the requisite value as mentioned in the schedule to this Part.

3. The person selling and the importer, whose duty it is to affix a stamp under this section, shall at the time the stamp is affixed cancel the same by writing on or across the stamp initials or other marks identification, together with the date of such writing, or otherwise cancel the stamp in accordance with the regulations made by the Minister.

16. The Minister may affix and determine, for the purposes of this part, the retail price of a proprietary or patent medicine and of perfumery.

17. Every person required by this part to affix an adhesive stamp to a bottle or package containing

(a) a proprietary or patent medicine,

(b) perfumery,

(c) wine of grape, non-sparkling, or

(d) champagne or sparkling wine,

who fails or neglects to affix an adhesive stamp as required by this Part shall incur a penalty not less than fifty dollars and not exceeding two hundred and fifty dollars.

(a) A proprietary or patent medicine,	
(b) Perfumery,	
the retail price for each bottle or package thereof being —	
twenty-five cents or less	One cent
more than twenty-five cents—	
for each twenty-five cents and in addition for any fractional part of twenty-five cents....	One cent
(c) Wine of grape, non-sparkling,	
each bottle or package containing—	
one pint or less	Three cents
one quart or less, but more than one pint	Five cents
a quantity greater than one quart—	
for each quart and in addition for any fractional part of a quart	Five cents
(d) Champagne and sparkling wine,	
each bottle or package containing—	
one-half pint or less....	Thirteen cents
one pint or less, but more than one-half pint	Twenty-five cents
a quantity greater than one pint—	
for each pint and in addition for any fractional part of a pint	Twenty-five cents

18. Every person required by this Part to cancel a stamp affixed to a bottle or package in the manner prescribed by or under the provisions of this section who

(CONTINUED ON PAGE 219)

When a Druggist Sees a Tin of

Glaxo

"THE FOOD THAT BUILDS BONNIE BABIES"

He Thinks of Protected Prices and "A Square Deal"

Retail Prices: 40c, 80c and $2.00 per Tin

To back up a selling plan, which has as its object the protection of a legitimate profit for every retail druggist in Canada, Glaxo has the high quality necessary to gain and maintain the recognition of the public.

"The Food that **Builds Bonnie Babies**" will make friends of your customers.

"Each Satisfied Customer Is an Added Stone in the Building of the Wall of Success."

Order Glaxo from your regular wholesale supply house

Glaxo

418 Dominion Bank Bldg
TORONTO

NOTICE!

Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

also Kut Kure, Liquid Court Plaster

Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

The Arlington Co. of Canada, Ltd.
58 Fraser Ave. Toronto, Ont.

DOLORANT

Trade Mark Registered
TABLETS
"NATIONAL"

ANTIPYRETIC and FEBRIFUGE

We take pleasure in drawing the attention of the Medical Profession to **"NATIONAL DOLORANT TABLETS."** These tablets are composed of **SALACETIC ACID** and our new **SOLUBLE STRYCHNINE.**

Salacetic Acid, as is well known, is made by the action of Acetyl Chloride on Salicylic Acid, and has been extensively prescribed under the names of **"ACETYL-SALICYLIC ACID," "SALICYL-ACETIC ACID"** and **"ASPIRIN."**

Many physicians of late have prescribed **STRYCHNINE** in combination with **ASPIRIN** for the sake of its stimulating effect, but the ordinary Salts of Strychnine do not act simultaneously with the Antipyretic, and do not lend themselves to the correction of the gastric troubles following the use of **ASPIRIN.**

Professor Alex. B. J. Moore, Dean of the Montreal College of Pharmacy and head of our Central Laboratories at Montreal, has produced an almost tasteless **SALT OF STRYCHNINE,** which is one hundred and twenty times more soluble than the alkaloid itself. It produces in the same dose the Strychnine characteristic effects upon the heart and the central nervous system.

The use of this agent in combination with **ASPIRIN** represented in **"NATIONAL DOLORANT TABLETS"** produces the desired combined effect, and allays to a remarkable extent the gastric disturbances following the use of a combination containing a less soluble Salt of Strychnine

Free Sample Supplied to Physicians on Application.

PUT UP IN BOTTLE OF 100 TABLETS.

NATIONAL DRUG & CHEMICAL CO. of Canada, Limited

Central Pharmaceutical Laboratories, MONTREAL.

Optical Department.

Telescopes and Opera Glasses. The Polariscope.

WRITTEN SPECIALLY FOR THE CANADIAN DRUGGIST.

(All Rights Reserved by Royal College of Science.)

There is no instrument which has done so much to widen the scope of human knowledge, to extend our notions of the universe, and to stimulate intellectual activity as has the telescope, unless the microscope be regarded as a successful rival.

This name comes from two Greek words meaning to view from afar. The instrument itself is used for the purpose of viewing distant objects and scenes largely magnified. They are divided into two classes: 1st, Refracting Telescopes; 2nd, Reflecting Telescopes. Those of the second class produce the image by means of a mirror which is concave in shape. The simplest form of refracting telescope is the astronomical telescope. This consists of a convex lens or object glass O and a convex eye piece E.

Now if you look at a distant object A.B.C. parallel rays from each point of it will be received by the lens O, this lens will cause the rays to converge, and the rays from A will converge to the point a, and those from B to the point b: thus a real inverted image abc will be viewed through E, and if we adjust E just a little inside of its own focal length a virtual image a'c'b will be formed larger than acb, and further away from the lens E. (Fig. 1) This enlarged figure is what is viewed when the eye is placed behind E.

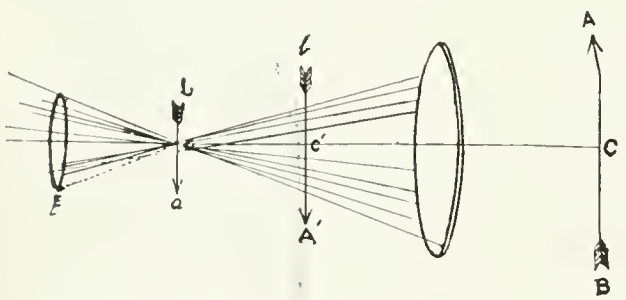

FIG. 1. TELESCOPES AND OPERA GLASSES.

In practice the lenses are placed in tubes and the distance between the lenses is almost exactly the sum of their focal lengths and their magnifying power in their ratio.

The lenses are securely placed in tubes arranged to slide one within the other, and in this way they may be brought closer together or placed farther apart according to the adjustment required to allow for the accommodation of the person's eye looking through them, so that the observer can view other objects as well as those very distant. The size of the object glass determines the amount of light which shall enter the eye, and this must be so great in order to get sufficient illumination of a large image that it practically fixes a limit to the magnification, or at any rate offers a very great difficulty in getting extremely high magnification. Of course in astronomical observations the inverting of the image is not of any importance, but when observations of a terrestrial object are being made, this is undesirable; to obviate this there is very often placed between ab and E two equal convex lens: this reinverts the image, and the final result is an erect virtual image.

In the Gallileon Teleseope the invertion of the image is avoided by using a concave instead of a convex eye piece.

The reason why it is neeessary in a teleseope to produce a real image which may itself be subjected to examination by means of a lens is the following: If you use a single lens for magnification or an equivalent combination of lenses between the object and the eye, the image formed will not be thrown upon the retina unless the eye is removed far enough back to see the minute real image itself. But if instead a real image be projected in space within our reaeh, a magnifying lens or combination of lenses will enable us to examine it closely as with a mieroseope.

If the eye piece is equivalent to a single magnifying lens the inverted real image will not appear to be reinverted, then, what the eye sees on looking through the combination is an inverted magnified representation of the distant object, as in the refracting astronomical teleseope, but if it be equivalent to a compound mieroseope, the image will be reinverted, and thus will furnish an uninverted representation of the object as in a terrestrial telescope. The astronomical is thus simpler than the terrestrial, and absorbs less light, and it is for this reason that it is used for sailors' night glasses, opera glasses, or, as they may be called, double teleseopes. They are used for looking at objects that require to be clearly seen rather than greatly magnified, such as adjoining seenery, buildings, the performers in a theatre or opera, etc.

This style allows the use of both eyes, and from this eireumstanee gets its name of binoculars. The principle of the opera glass is the same as that of the telescope invented by Galileo. The object glass is convex and eyepiece concave. They are placed at a distance of the difference in the focal lengths from each other. The fusion of the two images is as easily attained by the two eyes as in ordinary vision. The construction of an ordinary priced glass is as follows: An achromatic object glass composed of two lenses and single eyepieee; in the best kind of field glasses the eyepieee is composed of two lenses, the same as the object glass; thus both glasses are achromatic.

What's good for a Boil?

Being a good neighbor, with an eye to business, also, the Drug Man promptly replied:—

Antiphlogistine
TRADE MARK

spread on thick and as hot as you can bear it; then cover with absorbent cotton—repeat as needed. Result:—Pleased, benefitted customer, and **TWO** sales — Antiphlogistine and pkg. Cotton.

"There's only ONE Antiphlogistine"

THE DENVER CHEMICAL MFG. CO.
107 LAGAUCHETIERRE ST., MONTREAL

PEROXIDE FACIAL SOAP

Unquestionably the best antiseptic soap on the market today. It contains the best known antiseptics to the Scientific World. Unexcelled for skin diseases and eruptions of all kinds.

A free booklet given with each cake of soap, dealing with the care of the complexion, hair, etc. Packed in individual cartons and 1 dozen in a large display carton. Half gross of samples given free with each gross of soap and a handsome window display.

Special price for quantities

Write for particulars.

Dominion Soap Co., Hamilton, Ont.

No up-to-date Druggist can afford to be without this Soap.

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
Mustard Plaisters
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} Equal to any in the Trade

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94 Milton St., London, E.C.

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Thomas Gibbard
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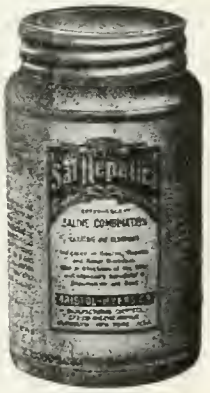
SAL HEPATICA

Small	size, per doz.,	$2.85
Medium	" "	5.70
Large	" "	11.40

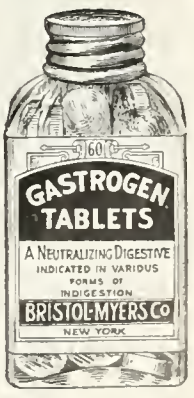


GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small $ 5.70
Per dozen in 500's 34.00

$20.00 lots less 5 p.c. trade disc't
50.00 lots less 10 p.c. trade disc't
Terms, 5 p.c. 30 days.
Through Jobbers.



BRISTOL-MYERS CO.

Brooklyn New York

Canadian Agents
The LYMAN BROS & CO. Limited, Toronto
LYMANS, LIMITED, Montreal

THE POLARISCOPE.

Now, I hear some of you ask, "What on earth is a Polariscope?" It is an instrument for the polarization of light. The shadow polariscope, as invented by Laurent, is constructed as follows:

The polarizing part is called a nicol, (this is a polished prism made out of Iceland spar, that is not fixed in its position, but is allowed to turn upon its own axis).

By means of this prism the amount of light passing through it can be regulated; thus this apparatus is very useful in examining color solutions. The emergent rays of polarized light fall upon a disc of a glass covered with a thin layer of quartz on one-half, thus dividing the field of vision into halves. This semi-disc is the distinguishing feature of the instrument. The polarized light can pass through the clear glass, but cannot pass through the quartz unless it is turned in a certain way. The resultant field of vision may thus be half dark or both halves may be equally illumined, or they may both be dark, according to the position of the nicol analyzer, which moves freely on its axis. It also carries a vernier and reading glass over a graduated circle.

The polarizer must first be set so that the transmitted light is parallel to the axis of the plate lying in the direction A.B.

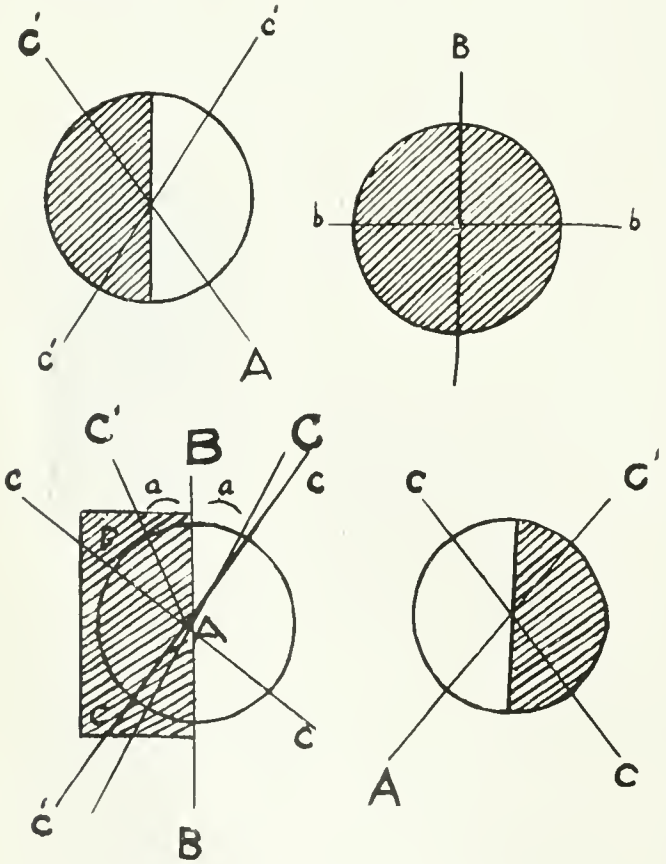


FIG. II. THE POLARISCOPE.

The two halves of the field of vision will now appear to be illumined equally.

But supposing the polarizing nicol be turned or inclined to A.B., at an angle a, the rays of polarization will be deviated through an angle in the opposite direction.

Thus we see that the angle of the ray through the clear part of the field is A.C., while that of the covered part has an angle A. C.

Now, if the nicol be rotated so that its plane of polarization is c c, the rays polarized to be parallel to A. C. will be obliterated, and the corresponding half of the field will be dark.

Exactly the opposite happens when the nicol is rotated to c c. When half the field is thus obliterated, the other half suffers a partial diminution and the intensity of illumination of both halves is equalized and the point of zero is reached on the scale.

The slightest movement of the nicol from this central point either to the right or left of this point will cause a shadow to appear on one of the halves of the field which by oscillating the nicol will leap from side to side.

The smaller the angle B.A.C. the more delicate will be the shading and more accurate the observation.

I have described to you the method of the working of the polariscope. We will now take up the different parts of which it is composed.

1st. The lamp from which the light is obtained.

2nd. The lens of condensing the rays and rendering them parallel.

3rd. The tube which carries the lens. This must be blackened on the inside.

4th. This is a thin lamina of Bichromate of Potassium Chrystal to render the sodium more monochromatic.

5th. The polarizer which is rotable through a small angle by a lever.

6th. The lever for rotating the tube containing the polarizer. This is operated by a rod extending to the left of the instrument.

7th. A diaphragm half covered with quartz,

8th. A trough for holding the observation tube.

9th. Disc for carrying divided circle.

10th. Mirror for throwing light of lamp on scale.

11th. Reading glass carried on same radius as mirror.

12th. Device for regulating zero of instrument.

13th. Tube carrying a nicol analyzer and eye pain for defining the field of vision. This tube is rotated by a radial arm that carries the mirror and reading glass.

The manner in which this is operated is as follows: The lamp having lighted, the instrument (in a dark room) is so directed that the luminous spot of the flame is in the line of vision. An observation tube of distilled water is placed in the trough, and the zero of the vernier is placed at zero of the scale. The even tint of the field is now obtained by rotation of the apparatus, the deviation being read off the scale in degrees.

This instrument is not used in optics, but is largely used in quantitative analysis of different substances, such as sugar, etc.

TOOTH PASTES

Flavored to suit all tastes.

Spearmint, Carbolic, Wintergreen, Cherry

$14.25 PER GROSS

TEPECO TOOTH PASTE

The New Saline Flavor.

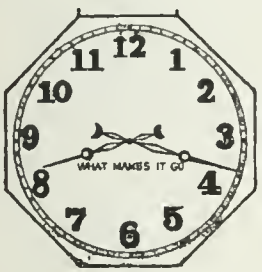
$2.25 PER DOZEN

The Toronto Pharmacal Co., Limited

455 King St. West TORONTO

85 St. Peter St. MONTREAL

288 McDermott Ave. WINNIPEG

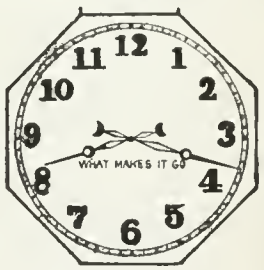


A BIG WINDOW ATTRACTION

that will attract people to your store like moths to a flame—will turn passers-by into customers and will make your bank account grow.

THE MYSTERIOUS CLOCK

Is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickel, and across the face of the dial is painted the slogan "what makes it go." Nothing else is visible to the eye.



Be the First in Your Town to Get this Attraction

STAUBER DRUG COMPANY

PRESCRIPTION DRUGGISTS

1722 ST. JOSEPH AVE.

ST. JOSEPH, Mo, Nov. 21, 1914

World Wide Advertising Co., 1330 Consumers Bldg Chicago, Ills.

Gentlemen:

Kindly send us a more liberal supply of the scientific explanations of this "scientific marvel" for such the wayfaring men and women vainly regard it.

As a window attraction it is right up to the scratch, and as an argument producer it is better than war or politics.

Yours sincerely,
STAUBER DRUG CO.

H. ADRIAN L. FERGUSON

Drugs, Sundries, Imported Cameras and Supplies

122 W. MAIN STREET

UNION PHONE 740 *OWOSSO, Mich.*, June 5, 1915

TO WHOM IT MAY CONCERN

The World Wide Advertising Company sold one of these clocks a week ago and I put it in my window and it has been the talk of the city and community and has brought hundreds of people in my store asking what makes it go. It is the cheapest advertising I have found yet, as people stop and look at the clock in the window who never read a newspaper and sit sells whatever you have in the window. I would recommend one of these clocks to anyone who wants to advertise, as it is the cheapest and best advertising out.

(Signed) H. ADRIAN L FERGUSON.

CLAY'S PRESCRIPTION DRUG STORE

BUTLER, Mo., Dec. 15, 1914

World Wide Advertising Co., Chicago, Ill.

Gentlemen;

Accept my heartiest thanks for your letter and specific instructions, with their aid the clock started right off and although the thermometer was below zero most of the time since it started it has always had a good crowd in front of it.

I regard it as a most attractive window piece. Where can I get a supply of the little folders "What makes it go." The answer.

Wishing you the compliments of the season, I am

Very respecty.
FRANK T. CLAY.

EVERYONE WILL TALK ABOUT IT. YOUR NEWSPAPER WILL WRITE IT UP.

The St. Johns Remedy Co., of Chicago say:

We have had the clock running 3 months and if the crowds increase in proportion we will have to have a Special Policeman to keep the people moving. You would die laughing to stand out in the crowd and hear the arguments and discussions about what makes it go. Sometimes they almost fight in asserting their knowledge.

NO CLOCK WORKS
NO ELECTRICITY
NO MERCURY

REQUIRES NO ATTENTION FROM WEEK TO WEEK
What makes it go?
A Postal Card to our office will bring full particulars to you

NO MAGNETS
NO AIR CONTROL
WHAT?

WORLD WIDE ADVERTISING CO., 1330 Consumers Building, Chicago, Illinois

Window Display.

A Well Dressed Druggist Window has Proved Great Help in Selling Goods.

It is only during the last few years that druggists have come to fully realize how important the displaying of their goods is to the general welfare of the business. It is not only necessary to display goods to the best advantage to help the sales, but it should be for your own personal satisfaction and comfort. A man always feels better in a clean, well-kept store; and he is at the same time advertising himself, his store and his goods. Some druggists get the idea that if there are not any direct enquiries or sales from their window display that it is hardly worth while. This is a great mistake. As I stated above, you are quietly and unconsciously, perhaps, putting forth good advertising by keeping a well dressed window and a well kept store.

In an article by E. C. Stier, in the Pacific Drug Review, the subject of window display is well handled. He says, in part: "There was a day when some people doubted it, but that day is gone. People who used to say: "Why should I use the show window?" have given place to those who say: "How shall I use the window best to get full value from it?" The window is essentially a part of the store, and an important part. The owner of the building bases his rentals partly on the show window space. The store with the best windows brings the highest rent, other considerations being equal. The reason is patent. It is that show windows, properly utilized, sell goods. The show window, in other words, is a salesman. Now, if the druggist had behind his counter a salesman who he knew did not earn his salary, he would either discharge him or require him to regulate his pace to the requirements of the business. Obviously he will not, if he can, discharge his show window. He will take the other course; in other words, insist that show windows make good, he will employ the art required of him. The show window draws a salary —it is part of the rent. It should—and must—return value for the money. And on top of that if it is a properly-managed and well-behaved show window, it will return a good profit.

So much for generalities. To bring the subject to its concrete form, let me say that while there are certain principles to be observed, there is nothing that quite excels well regulated originality. Good taste must prevail always, but within the bounds of good taste, let the window be striking. "In what way?" asks some man who thinks I still am generalizing too much for him. Let it shout a message of desire, but let it do something to make its mission known and felt. Look at the show windows of other people, if you will. How many of them do you pass by in a day? And at how many do you even glance? When did you last pause in front of one? See the difference—and the difficulties. Remember that all the windows you passed unnoticed were a window dresser's labor lost, if all men were like you—and there is many a window, at that, which attracts little notice from anyone.

The responsibility rests upon the druggists to attract and to create the first favorable and lasting impression on the prospective customer, who, standing on the street, estimates and judges the character of the store and the merchandise carried by the appearance of the front, or, in other words, the show windows.

There is a vast difference in the effect of window trims—one is arranged with scrupulous care and yet so ineffectively that people pass it unnoticed, while another not so laboriously worked over attracts the attention of hundreds and actually is the selling factor for a large number of things. In the arranging of the first display the failure was due to lack of knowledge of the first principles of window trimming. Good judgment as to the needs and whims of the people, careful selection, and striking effects are necessary for successful window trimming.

So I say, beginning again with originality, attractiveness, proper handling of merchandise, economy and strict attention to detail are a few of the most essential points to be taken into consideration.

Too much attention cannot be given to placing your goods in such a manner as to bring out the most important features. When it is possible, show the articles as they are to be used and also take great care to show up the article or size, or whatever it happens to be. Try not to overlook anything that might appeal to the prospective buyer.

To begin with, the window should be spotlessly clean. That is easy of accomplishment if pains be taken. Do not let the window washer slight his work in a single particular. The window should be all one pane of glass if possible, with the exception of a panel across the top above the window proper. This may be arranged as may be desired. If the store is on a corner, the corner ought to be given up to window, so it may be seen by passers-by on the street.

When the front is divided so there is one large window with a door at one side of it, it may desirable to plan differently, making two windows of a more suitable size for the display of drug store lines. There is a great deal in having windows of the right size for the goods to be shown. At the same time, within reasonable limits, it is quite possible to adjust the proposed display to almost any prospective window difficulty.

The window ought to be about eighteen inches high on the outside. This is the most favorable attracting attention. Two feet is not bad. Less than eighteen inches is too low. Consider the windows you have seen. Notice the usual height of those built by experienced men. Observe the "line of vision." Note that in the best windows the things you ought to see are placed where you require no effort in looking at them. Then make the window level. Cut out the slope you see sometimes in the old-fashioned ones. If you want to build up, do so by

"The Rembrandt"

Druggists' Sundries

Everything that a
Druggist Requires

Graduated Measures of Every Description.
Syringes and every class of Blown Glassware.
Menthols, Feeding Bottles, Corn and
Bunion Plasters, Clinicals, Bandages. Packed goods of all kinds stocked.

Catalogue and Prices on Application to

The RICHARDS GLASS CO., Ltd.
Adelaide St. West, Toronto

Henry W. Bush & Co., Limited
Rembrandt Works
LONDON, - - ENGLAND

TUCK'S

They are the MOST WELCOME, ARTISTIC and UP-TO-DATE
USED BY ROYALTY.

XMAS CARDS
CALENDARS
POST CARDS
BIRTHDAY CARDS
BLANK CARDS
JUVENILES
TOY BOOKS
PICTURES
ETC.

Every "*TUCK*", Card and other publication bears the name of the firm and our "*Easel & Palette*" Trade-Mark. DO NOT BE MISLED. NONE GENUINE WITHOUT.

RAPHAEL TUCK & SONS CO. LIMITED
9 ST ANTOINE STREET
MONTREAL

SOUTHALLS' TOWELS

are made in a different way to any others of superior finish and material.

The only Sanitary Goods in Universal Demand.

Recommended by all leading Medical and Nursing Authorities.

Fullest details of Southall's Sanitary Specialties, including

Southall's Protective Aprons
Southall's Accouchment Sets
Southall's Accouchement Sheets

supplied by the Wholesale Drug Trade throughout Canada.

Southall Brothers & Barclay, Ltd.
Birmingham, England.

Kohler's Cocoa

Delicious, Nourishing, and Easily Digested.

THE LATEST! THE BEST!

Obtainable from all Chemists and Stores in 2-oz., ¼-lb., ½-lb., and 1-lb. Tins.

building up the display. There are various ways of doing this.

The old-fashioned way of simply spreading of goods over the floor of the window, simply represented a knowledge limited through lack of experience. The quick-witted soon realize that goods so displayed could only be seen by those who stepped, or even clambered, close to the window, and that the number of observers at any one time was limited by the width of the window.

The pyramid trims are, in a general sense, the most artistic of all trims, and for the display of large units, such as clothing, they are still the best, for even a draped "dummy" figure is an evolution of the pyramid trim. But in assembling small goods, especially such as the drug store carries, the pyramid trim is in some ways objectionable. While it may be seen by a larger number of people than the flat trim, still a few observers obstruct it. But it is something to have the observers there. Perhaps it may be said that when one can achieve the feat of getting one man to obstruct another's view of a window display, he has accomplished a good deal, after all. For it is human nature to make an effort to see what the other fellow is looking at. I should by no means count it a serious objection that the people who stopped to look obstructed each other's views,though I should not scorn, if the nature of the article displayed permitted it, so to arrange a window that all, or nearly all, could get at least a glimpse of some article I desired to feature—preferably an article connected with the "keynote" of the window display.

I have found that however loudly the window may be made to shout—and a good window can be made to convey its message a long way—it should make itself clear and not undertake too complicated a call. You have heard the train announcer, haven't you, at the central station, with his megaphone: "All abroad for Washougal"—you get that plainly enough — "White Salmon Lyle"—fairly good—and as you listen through a list of a dozen or twenty towns, you find yourself missing most of them. Not that the voice is not doing its duty, but your attention, sharp at first, becomes duller, and—unless you have just got to take that train the most of the towns beyond the first one become lost to you. So with the message of the window. Let it be what it may, but compel it not only to be heard, but to make a lasting impression. Make it say : "Buy safety razors here," if you will, and hold the passerby right there, but don't try to make it read the sundries catalog. Long before the message has passed through the attempt at delivery the passerby will have hurried on. "Buy here" would have caught him. "Buy"—listing seventy-one articles—however desirable—"here" would have fallen on jaded, tired ears. For the message of the window is vocal, even though only to the inner consciousness, and when I speak of the window that "shouts," I mean, as you know I mean, the shout that reaches the man inside himself, whether it touches his physical ear or not. The window is the announcer. The catalog and the city directory and the telephone book and the street car time table of drug store detail are inside the store. That is the place for them.

So, choose you leaders for window display. Accompany them with terse description—make it short. Call attention to the selling feature you are putting stress on—novelty, price, quality, whatever it is. Price cards often are good, more often indispensable.

True art is just suggestion to the vision, a communication of an impression to the mind. The mind is fertile enough to form its own picture according to its intelligence. The artist makes an error by trying to put the detail of a photograph in a piece of art.

It is the same with window displays. The decorator makes an error in trying to tell the entire story, when a suggestion is all that is necessary.

The human mind must always be left free to reason for itself, and our display must do the reasoning if we wish it to be effective and convincing.

In other words, impress the vision favorably, and the vision will instantly communicate the impression to the mind; the mind will reason the matter out in its own way and draw its own conclusions.

Economy is often an important item. Many druggists rate this as a virtue of the first class. Sometimes you will find your appropriation for the window trimming department—of time and stock and money for accessories—has been shaved down rather closely. You will find, however, that as you progress into becoming a practical window decorator you will be able to keep within a small allowance. You should not allow any reasonable item to prevent a good display. However, with a little ingenuity and hard work you should be able to succeed generally with the things at hand. Details should receive close attention, so that everything, fixtures, floor, etc., are all clean. Do not forget to hide the pins. Attention to these little things helps to give the trim a dignified appearance.

These, however, are only a few of the many points that help to bring the results we are striving for—to sell merchandise.

The advertiser who pays for space in newspapers and magazines and does not use proper illustrations and copy to attract and influence the reader cannot expect good results from his advertising.

The druggist who pays for his show windows and does not make known his merchandise and values through the proper use of window display and decoration, cannot expect proper returns from his investment.

A half page advertisement effectively written and illustrated will attract more attention than a full page of uninteresting copy.

A large window without display or definite message will not attract nor hold attention as much as a window half the size with good advertising material in it.

The large advertisers know the value of the retailer's window. This is the reason for the numerous window display cards continually distributed. Many of these cards are displayed, but most of them never enter the window.

(Continued on Page 212)

TANGLEFOOT

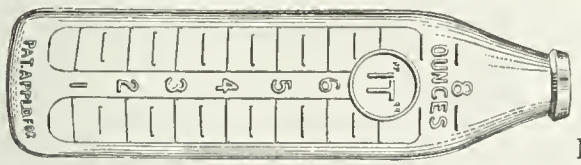
The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

THE NEW NON-ROLLING ROUND NURSING BOTTLE

"IT" STANDS GOOD. "IT" LIES QUIET.

It is made in beautiful white flint glass, is handsome, and sells. Canadian trade supplied by the Richards Glass Co., Toronto, Canada, and lettered with your name if desired.



T. C. WHEATON CO.
Expert Bottle Blowers
N. Y. Office: 132 Nassau St. - MILLVILLE, N.J.

Mr. Druggist

are you putting in a new stock of these goods for the summer trade ?

Mr. Druggist

Do you realize the value of these goods in your store all the year round ?

The hot weather will be upon us in a short time. This is the time when there is a great demand for these goods. Every druggist should write at once for prices and endeavour to get in a stock early. Don't wait till you are asked for the goods. Get them now. You will sell them.

Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
Cerate Ointment
Piles Remedy

Vanderhoof & Co. Limited

WINDSOR ONTARIO

★ Formulary Gathered From Various Sources ★

Lanolin Preparations.

LANOLIN MILK.

1.	Borax	1-3	drachms.
	Soap, white castile	5	drachms.
	Cocoanut oil	1	av. ounce.
	Wool-fat, hydrous	2½	av. ounces.
	Water	2½	fl. ounces.
	Rose water	26	fl. ounces.
	Oil of bergamot	10	drops.
	Oil of neroli	10	drops.
	Oil of rose	5	drops.
	Oil of wintergreen	1	drop.
	Oil of orris, liquid	1	drop.

Triturate the borax and soap, both in powder form, with the cocoanut oil, fat and water until well mixed, then incorporate the rose water, previously warmed to about 40 degrees C., gradually added, continuing the trituration, and finally add the volatile oils.

2.	Powdered white castile soap	22	grains.
	Lanolin	1	ounce.
	Tincture of benzoin	1½	ounces
	Water	q.s.	

Dissolve the soap in two fluid ounces of warm water, and also mix the lanolin with 2 fl. ounces of warm water; then incorporate the two mixtures thoroughly with each other, and add the tincture of benzoin. If desired the tincture may be replaced by 90 grains of powdered borax.

LANOLIN PASTE OR CREAM.

1.	Wool-fat, hydrous	2	av. ounces.
	Tincture of quillaja	1	fl. ounce.
	Gelatin	¾	av. ounce.
	Glycerin	4	fl. ounces.
	Water	15	fl. ounces.
	Perfume, to suit.		

Dissolve the gelatin in the water by the aid of heat, triturate the wool-fat with the tincture in a warm mortar until emulsified, then incorporate the warm gelatin solution, and finally add any desired perfume.

2.	Wool-fat, hydrous	2	av ounces.
	White petrolatum	6	av. ounces.
	Glycerin	4 to 8	fl. ounces.
	Perfume to suit.		

This is also an excellent toilet preparation. It may be made softer or harder by the addition of the larger or smaller quantity of glycerin.

MENTHOLATED LANOLIN CREAM.

3.	Menthol	40	grs
	Salol	80	grs.
	Olive oil	2	fl. drachms
	Wool-fat, hydrous	8	av. ounces

Triturate the menthol and salol together until liquefied, then incorporate the oil and fat.—*Nat. Druggist.*

LANOLIN GLYCERITE.

Glycerite of starch	12	oz.
Wool-fat, hydrous	4	oz.

Triturate the fat with small portion of glycerite, when thoroughly mixed add remainder of glycerite, gradually rubbing thoroughly. Add perfume as desired.

SYRUP OF WILD CHERRY AND HOREHOUND.

Wild cherry, ground	20	av. ounces
Horehound	8	av. ounces
Glycerin	8	fl. ounces
Alcohol	8	fl. ounces
Sugar	5½	av. ounces
Water, to make	1	gallon

Mix the glycerin and alcohol with 64 fluid ounces of water; moisten the wild cherry and horehound with 16 fluid ounces of this mixture; pack in a cylindrical percolator tightly covered; after twenty-four hours' maceration proceed with percolation, using the remainder of the menstruum, and afterward sufficient water to make 72 fluid ounces of percolate; in this dissolve the sugar by agitation, without heat, and strain.

HONEY OF HOREHOUND AND TAR.

Oil of tar	4	drs.
Oil of anise	2	dps.
Magnesium carbonate	2	drs.
Fl. extract of horehound	2	ozs.
Rum	16	ozs.
Water	16	ozs.
Honey, to make	64	ozs.

Triturate the oils of tar and anise with the magnesium carbonate until well mixed, then incorporate the fluid extract, water and rum, let stand for 24 hours and filter. To the filtrate add the honey.

COUGH SYRUP.

Ammonium chlorid	2	av. ounces.
Comp syrup of squill	4	fl. ounces.
Syrup of Tolu	4	fl. ounces.
Syrup of ipecac	8	fl. ounces.
Paregoric	6	fl. ounces.
Water	8	fl. ounces.
Simple syrup, to make	64	fl. ounces.

Dissolve the ammonium chlorid in the water, and add the other ingredients.

YERBA SANTA COUGH MIXTURE.

Yerba santa	2	av. ounces.
Grindelia	1	av. ounce.
Wild cherry	1	av. ounce.
Licorice root	1	av. ounce.
Ammonium bromide	1	av. ounce.
Pine tar	½	av. ounce.
Sugar	16	av. ounces.
Glycerin	4	fl. ounces.
Alcohol and water, sufficient of each.		

Mix the four drugs, reduce them into coarse powder and extract in the usual way by percolation, using first a menstruum of the glycerin and 8 fluid ounces of each of alcohol and water, and then followed by diluted alcohol until 22 fluid ounces of percolate are obtained. To this add the ammonium bromide and tar, macerate a few hours, agitating occasionally, filter, and in the filtrate dissolve the sugar by agitation and strain if necessary.—*Nat. Druggist.*

AROMATIC 50 P. C. TINCTURE OF SENNA.

Senna	16	oz.
Cardamon, hulled	4	dr.
Ginger	3	dr.

Capsicum	2 dr.
Oil Cinnamon	20 min.
Oil Anise	20 min.
Oil Clove	20 min.
Oil Peppermint	10 min.
Sol. Potass. Hydroxide	4 dr.
Diluted Alcohol, enough to make	2 pints.

Reduce the mixed drugs to a No. 40 powder and thoroughly incorporate the volatile oils with them; moisten with 6 fluid ounces of diluted alcohol, with which the solution of potassium hydroxide has previously been mixed, and percolate in the usual manner.

ALKALINE ANTISEPTIC SOLUTION.

Prof. C. H. La Wall offers the following formula for an improved alkaline antiseptic solution, the N. F. preparation under the title "Alkaline Antiseptic," being unnecessarily high in solids and in alkalinity.

Sodium bicarbonate	5.0 grams
Sodium benzoate	10.0 grams
Sodium salicylate	10.0 grams
Sodium borate	30.0 grams
Thymol	0.2 gram
Menthol	0.2 gram
Eucalyptol	0.2 c.c.
Methyl salicylate	0.2 c.c.
Alcohol	40.0 c.c.
Glycerin	150.0 c.c.
Water, enough to make	1000.0 c.c.

May be colored with cudbear, or if desired to employ a more resistant color, one which will not bleach out so quickly when the solution is dispensed with hydrogen dioxide solution, the color known as vegetable red, used by confectioners and bakers (sulphonated orein) may be used. (*Journal A. Ph. A.*).

POWDERS FOR CLEANING ARTIFICIAL TEETH.

1.	Prepared chalk	3½ pounds.
	Powdered soap	½ ounce.
	Powdered borax	½ ounce.
	Oil of wintergreen	10 minims.
2.	Powdered cuttlefish bone	2 ounces.
	Precipitated chalk	2 ounces.
	Sodium bicarbonate	1 ounce.
	Oil of lavender	10 minims.
3.	Prepared chalk	3½ pounds.
	Light magnesium carbonate	½ pound.
	Powdered cuttlefish bone	½ pound.
	Powdered pumice stone	¼ pound.
	Oil of peppermint	5 minims.

DISPENSING NOTES.

MYRRH TOOTH POWDER.

Myrrh	2½ drachms.
Sodium chloride	2½ drachms.
White castile soap	1½ drachms.
Precipitated chalk	16 ounces.
Oil of rose, enough to flavor.	

CORAL LIP SALVE.

White wax	70 grams.
Vaseline	100 grams.
Alkannin	0.25 gram.
Oil of lemon	1 gram.
Oil of bergamot	1 gram.
Oil of rose	0.5 gram.

Mix according to art.

MENTHOL LOTION.

Menthol	20 grs.
Tincture of quillaja	4 fl. drachms.
Glycerin	2 fl. ounces.
Water, to make	16 fl. ounces.
Perfume, to suit.	

Dissolve the menthol and perfume in the tincture, mix the glycerin and the water, add this gradually to the solution, frequently agitating, then filter.

WATER-PROOF COATING FOR CORKS.

L'Union Pharmaceutique quotes the following from a French Technical Journal.

Gelatin	33 or 33 parts.
Glycerin	20 or 17 parts.
Water	100 parts.

Heat together until a homogeneous liquid is obtained and dip the corks in it while still hot. After the coating has set, dip the corks into a dilute solution of formaldehyde.

TABLE VARNISH.

1. Melt together 1 pound of oil of turpentine, 2 ounces of beeswax and 1 drachm of colophony.

2. Another good preparation is made according to the formula:

Dammar resin	1 pound.
Spirit of turpentine	2 pounds.
Camphor	200 grains.

Digest the mixture of the foregoing substances for twenty-four hours. Decant the clear solution from sediment. It is ready for use.—*Nat. Druggist.*

Drinking Glasses of Ice.

A drinking glass made of ice is the latest French novelty. It not only serves for cooling the liquids which are placed in it, but is also excellent in the way of hygiene, for in this way every one has a fresh glass. Besides, the glasses are frozen from sterilized water. They are made in a mold which consists of an inner porcelain core and an outer metallic vessel, leaving a small place between the two for a thin layer of water, so that putting the mold in a suitable freezer, the water soon becomes frozen, then the mold is removed and dipped in hot water, which loosens up the outer vessel so that it can be taken off.

It only remains to withdraw the porcelain core, and this leaves a perfect drinking glass shaped like the usual tumbler. Such glasses can be kept in an ice box for any length of time until they are needed, and when used for drinking a paper mold or holder is fitted on at the lower part so that the glass can be held in the hand. By the new process the ice can be frozen very thin, and is, in fact, not much thicker than the glass of an ordinary tumbler. But the new glass is much lighter than the usual ones.—*Drug Review.*

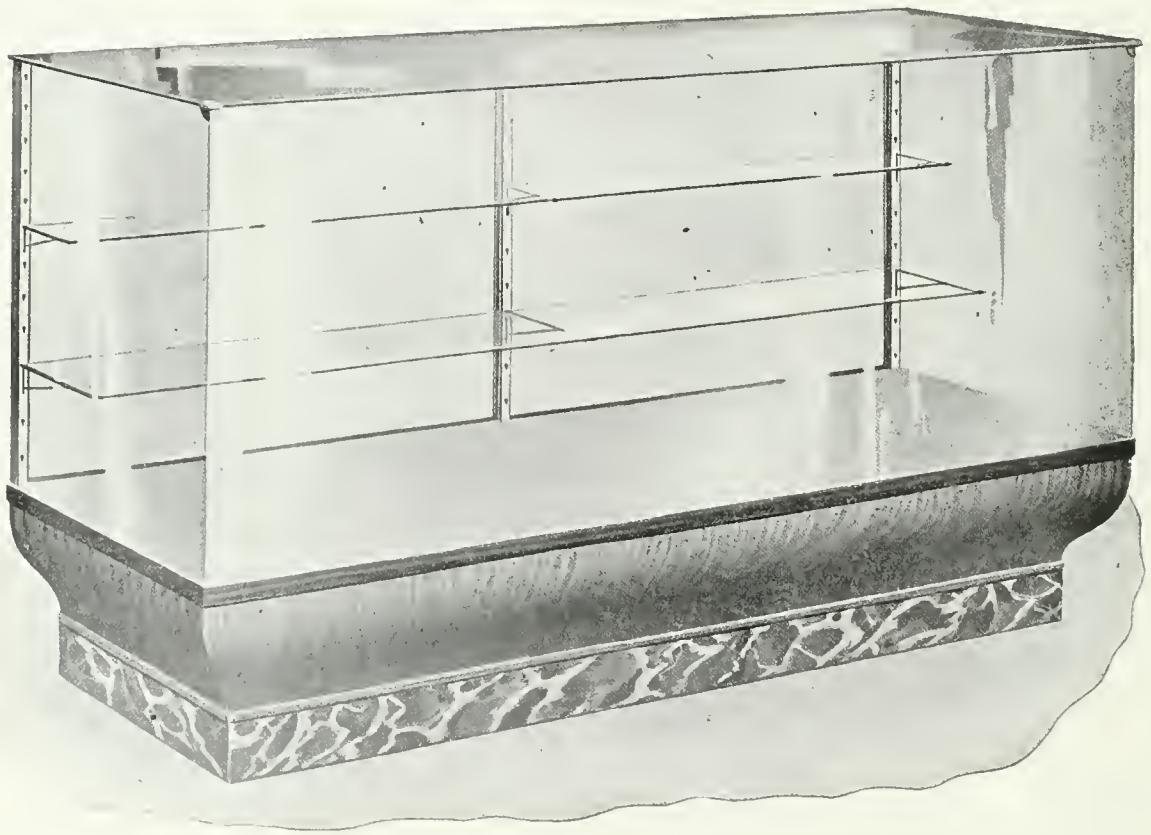
PATIENCE.

Guest—"See here—how long will I have to wait for that portion of duck I ordered?"

Waiter—"Till somebody orders the other half. We can't go out and kill half a duck."

SHOW CASES

Are your present fixtures worthy of your business, or likely to improve your trade? If not, why? You are not sure that you cannot afford better unless you have investigated--Unless you have seen us.



KENT-McCLAIN Limited

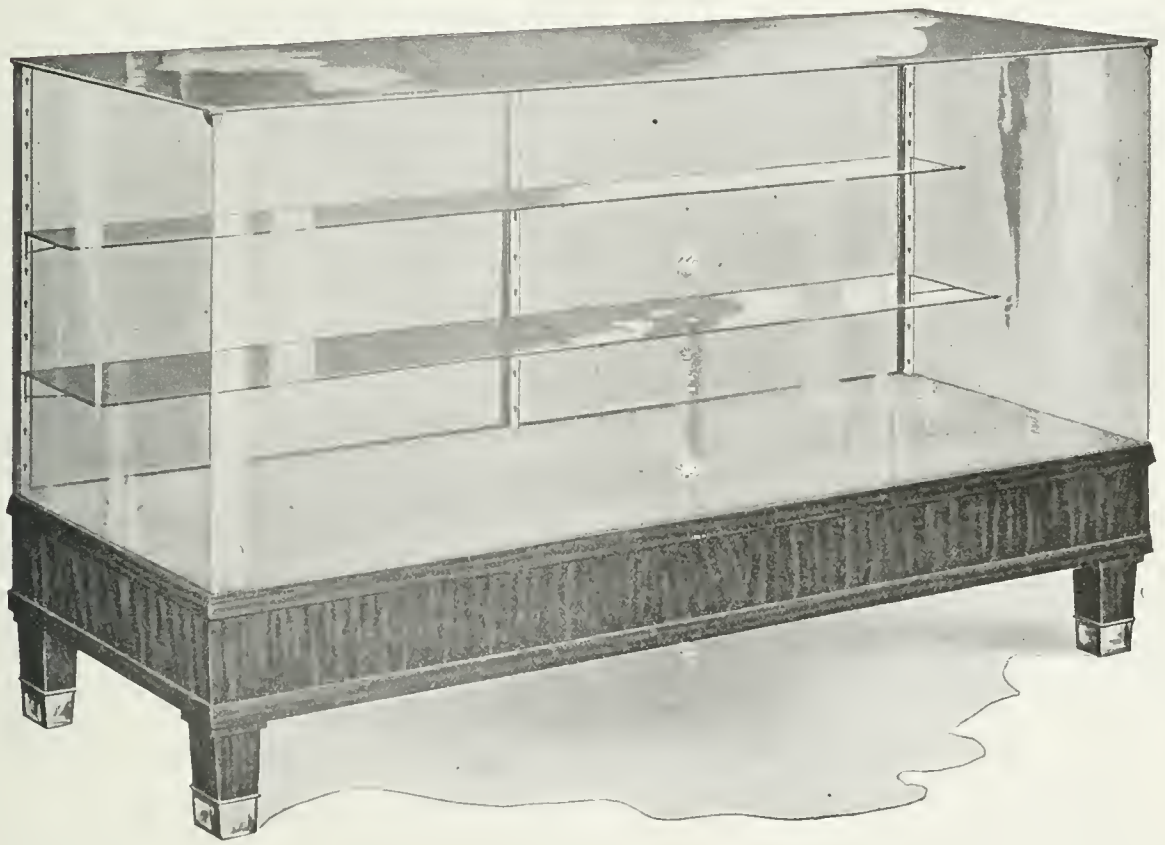
(Toronto Show Case Co.)

181-199 CARLAW AVE., - - Cor. Queen St. East,

TORONTO

SHOP FITTINGS

Write us for particulars if you are not able to come to our factory, which is only fifteen minutes east of Yonge Street on a "King" car.



KENT-McCLAIN Limited

(Toronto Show Case Co.)

181-199 CARLAW AVE. - - Cor. Queen St. East

TORONTO

The Debt Which Medicine Owes to Secret Preparations.*

By Otto Raubenheimer, Phar. D.

I am *not* present as the mouthpiece of the patent medicine manufacturers, but simply as a retail pharmacist who takes interest in his profession. As teacher of Pharmaceutical History in one of our Colleges, I am somewhat acquainted with the history and the evolution of the various preparations which are now official in our U. S. P., and N. F., our legal standards, of which I have the honor to be a member of their Revision Committees.

PATENT MEDICINES.

The reason that some of the proprietary remedies are called "Patent Medicines," is that they were originally patented, and I herewith present a list of some of the remedies still used to-day together with the date when they were patented:

Haarlem Oil	1672
Godfrey's Cordial	1720
Bateman's Pectoral Drops	1726
British Oil	1742
John Hooper's Female Pills	1743
Dr. James' Powder	1747
Roche's Embrocation	1803
St. John Long's Liniment	1820

All of these old remedies are still extensively used to-day, in spite of the fact that some of them have been patented almost two hundred and fifty years ago. The Female Pills originated by John Hooper, apothecary and man-midwife, as he was called, continue to have a very large sale, in fact the ladies could not do without them.

PREPARATIONS ORIGINATED BY PHYSICIANS AND PHARMACISTS.

Physicians and pharmacists have lent a helping hand in originating preparations which have greatly enriched our Materia Medica, for instance:

Paregoric was originated by Dr. Lee Mort, Professor of Chemistry at the University of Leyden, and predecessor of the immortal Boerhaave.

Wine of Opium originated by the celebrated English physician, Sydenham.

Comp. Powder of Rhubarb, originated by Dr. Jas. Gregory, professor of medicine at Edinburgh.

Calamine Ointment, originated by Dr. Daniel Turner, a celebrated surgeon at London.

Powder of Ipecac and Opium, by Thomas Dover, Doctor and Pirate.

(In connection with this, Mr. Commissioner, permit me to point out that even in those early times some of the doctors were pirates.)

Solution of Potassium Arsenite, by the apothecary, Thomas Fowler.

In connection with Fowler's solution, I beg to state that he originally kept its Arsenic content secret and named it *Mineral* Solution.

CHEMICALS AS FORMER SECRET REMEDIES.

Perhaps the most important of this class is Rochelle Salt, which was accidentally discovered by the French apothecary Pierre Seignette in 1672, and the composition of which was kept secret for almost sixty years, until at last, in 1731, two French pharmacists made an analysis.

Sodium Bicarbonate was introduced into medicine by the Berlin apothecary, A. W. Bullrich, as his "Universal Salz" in 1840. Mr. Commissioner, let me point out that Bullrich "threw the bull" for a number of years, and at the same time succeeded in getting "rich" from it. Nevertheless, pharmacy and medicine owe a great debt to Bullrich for introducing this chemical into therapy.

FORMULAS AND SECRET REMEDIES SOLD.

Many of the secret remedies became celebrated Panaceas and obtained such fame, and did such an amount of good that the formulas of same were bought by the Monarchs in those days at a very fancy price. This, Mr. Commissioner, in an entirely different procedure to what the present Board of Health of our great City of New York pretends to do.

The following are some of the examples: Louis XIV, King of France, bought the following: Talbor's Cinchona Remedy in 1780 at 2,000 guineas. Helvetius' Ipecac Remedy in 1686 at 1,000 Louis d'or. Glauber's Kermes Mineral in 1720 at a fancy price. Louis XV. La Mothe Tincture, giving him a pension of 4,000 a year. Louis XVI. Mme. Nouffer's Tapeworm Remedy, at 18,000 Livres. King Charles II., of England. Dr. Goddard's drops for 6,000 pounds Sterling. Empress Catherine II, of Russia. Bestuscheff's Tincture for 3,000 Rubles.

EFFECTS OF THE PUBLICATION OF A FORMULA.

Mr. Commissioner, let me give you a striking example of the effects, the bad effects, of the publication of a formula. The specific example is that of Warburg's Tincture, one of our standard remedies to-day.

Originated in 1840 by Dr. Carl Warburg, an Austrian physician, it soon proved to be a specific in Malaria and Ague. In spite of being a secret remedy, the Austrian Imperial Health Board in 1848 ordered this tincture to be kept in stock in *all* the pharmacies of the Empire, and even established at Vienna a central depot at which the preparation was manufactured under the supervision of the inventor.

The fame of Warburg's tincture spread as far as India, and it was considered as one of the necessities of all British soldiers going to that country. In consequence of this, the preparation obtained a tremendous sale. At last Dr. Warburg was pursuaded, in fact pressed, to disclose his secret formula. Warburg did so. What was the consequence? Warburg died in poverty!

Mr. Commissioner, I trust that you will take this example to heart, as I honestly believe that it is not your intention that you want the druggists of the great city of New York to die in the poor house, the same as Warburg!

*Argument at a hearing before the board of Health in the Council Chamber, City Hall, New York, January 7th, 1915, and reprinted from bulletin of College of Jersy City.

New York Pharmacal Association's
PREPARATIONS

Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots) Lactopeptine Tablets
Lactopeptine Elixir, Plain Lactopeptine Elixir, Bismuth
Lactopeptine Elixir, Iron, Quinine and Strychnia
Lactopeptine Elixir, Gentian and Chloride of Iron

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine
Liquid Peptonoids
Liquid Peptonoids with Coca Liquid Peptonoids with Creosote
Phosphagon

Palisade Manufacturing Company's
PREPARATIONS

Borolyptol Velvet Skin Soap Hemaboloids
Kola-Cardinette Velvet Skin Powder

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E 438

HORLICK'S MALTED MILK

AT THE FOUNTAIN

Profitable. Easily Prepared.

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Direction Cards with Formulas for New Drinks.
Attractive Signs.
Window Strips Forwarded.
All charges prepaid.

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LEVER BROS., Limited
Chemically Pure

REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS

John Cowan Co., Limited
Montreal Chemical Works
1-15 Dalhousie St. - Montreal

The Soda Fountain

Sundae Formulas Worth Trying.

PEKIN—On a split banana put 2 No. 20 mounds of vanilla ice cream. Over one pour a ladle of chop-suey dressing, over the other pour a ladle of crushed pineapple. On each mound put a lyche nut and sprinkle chopped nut meats around the edge of the platter. Place two round sticks of sweet chocolate on the plate to represent chop sticks.

SAN DIEGO—Fill sundæ cup two-thirds full of pineapple ice, then fill up with pineapple crushed fruit. Top off with sliced pineapple and orange and chopped brandied cherries.

MIKADOO—Put a No. 8 mound of vanilla ice cream in a champagne cup and arrange six Maraschino cherries in a circle around the base. Make a triangle on top of the mound with three green cherries and pour over it a little Maraschino cherry syrup.

ANY CRUSHED FRUIT—Place a scoop of ice cream in a cup and pour it over a liberal portion of any crushed fruit at hand. No sundaes are more delicious than these. Vanilla ice cream is commonly used, but of course you may use any ice cream that you wish. Some girls will not have anything but chocolate, no matter how inappropriate the combination may be.

PISTACHIO—Put a No. 10 cone of vanilla ice cream into a sundae cup, and put four or five rows of pistachio nuts up and down the cone, and crown with a slice of citron. A row of citron in even slices may be placed around the base of the cone. Pistachio nuts may be kept on hand ground up and the sundae may be prepared by sprinkling ground nuts over the cone of cream. In either case, where desired, a little pistachio syrup may be poured over the cream.

OLLA PODRIDA—Put a No. 10 cone of strawberry and chocolate ice cream mixed into a sundae cup and pour over it some pot-pourri dressing; top with whipped cream and decorate with a fresh strawberry.

MUTT and JEFF—Slice one banana and lay flat in split banana sundae dish. One disher chocolate cream at one end, and same of vanilla ice cream at opposite end. Cut another banana into two unequal lengths and place upright in the cream. Top each with a dash of whipped cream. One fresh marshmallow is placed on top of each banana. Serve a small slice of orange between the upright banana and decorate ice cream with a few whole cherries. If desired, a loaf of sugar saturated with brandy or alcohol can be placed on each marshmallow and then lighted when about to serve.

SNOWMAN—Use a small plate for serving. Place on plate one slice of pineapple; then one disher of vanilla ice cream, well rounded for body; now one small disher of lemon ice; for head place toothpick to hold head and body; now come the arms from two long-shaped marshmallows, stuck on toothpicks and inserted on each side; use two whole red raspberries for the eyes and half of a cherry for a nose and the other half for mouth.

ITALIAN— Serve in regular sundae cups, part strawberry and part chocolate ice cream. Pour over the ice cream a chop suey mixture. Top off with whipped cream.

STRAWBERRY DREAM— In the center of a six-inch plate put a No. 8 mound of strawberry ice cream, and over it pour a ladleful of crushed strawberries. Around the base make a double circle with whipped cream. Into the cream drop a few whole strawberries.

HALF and HALF—Take a rounded scoop of vanilla ice cream and divide with a knife into two portions. Do the same with a rounded scoop of chocolate ice cream. Fit a half section of chocolate to a half section of vanilla and serve in a cup with a little chocolate syrup poured over the cream.—*Pacific Drug Review.*

Syrups.

CATAWBA SYRUP.

Catawba Wine	1 pt.
Syrup	1 pt.
Fruit acid	1 oz.

AMBROSIA SYRUP.

Raspberry Syrup	2 pts.
Vanilla Syrup	2 pts.
Hock Wine	4 ozs.

APPLE SYRUP.

Apple Juice, concentrated	1 pt.
Fruit Acid	1 oz.
Plain syrup	7 pts.

APRICOT SYRUP.

Apricot Juice, concentrated	1 pt.
Fruit Acid	1 oz.
Plain Syrup	7 pts.

Mix.

BANANA SYRUP.

Banana Juice	1 pt.
Fruit Acid	1 oz.
Plain Syrup	8 pts.

BLOOD ORANGE.

Blood Orange Juice, concentrated	1 pt.
Fruit Acid	1 oz.
Plain Syrup	7 pts.

ALHAMBRA SYRUP.

Creme de Mandarin fl.	4 ozs.
Claret wine	12 ozs.
Syrup to make	32 ozs.

Served with Shaved Ice.

CHERRY CREAM SYRUP.

Wild Cherry Syrup	8 ozs.
Ex. Wild Cherry	1 oz.
Citric Acid	2 drs.
Syrup to make	2 qts.

To separate yolk from the white of egg, try breaking the egg into a small funnel. The yolk will remain within the funnel while the white may be caught into a receptacle below.

COWAN'S

LIQ. AMMON. FORT.

PURE

Agreeing Fully with all the Requirements of the B. P.

See that every Winchester carries our Signature—
JOHN COWAN COMPANY, LIMITED

GLYCERINE, C.P., in cans and drums
BORIC. ACID, Merck and English
CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

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The Original and Only Genuine

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WHOLESALE buying agencies undertaken for all British and Continental goods, including

Books and Stationery, Boots, Shoes and Leather, Chemicals and Druggists' Sundries China, arthenware and Glassware, Cycles Motor Cars and ccessories, Drapery, Millinery and Piece Goods, Fancy Goods and Perfumery, Hardware, Machinery and Metals, Jewellery, Plate and Watches, Photographic and Optical Goods, Provisions and Oilmen's Stores, etc.

Commission 2½ per cent to 5 per cent Trade Discounts Allowed. Special Quotations on Demand. Sample Cases from $50 upwards. Consignments of Produce Sold on Account.

WILLIAM WILSON & SONS
(ESTABLISHED 1814)
25 Abchurch Lane, London, E.C.
Cable Address: "ANNUAIRE, LONDON."

Window Display.

(Continued From Page 202)

There are many reasons for this.

First—The dealer is almost swamped with them and it would be impossible to use all the cards the advertiser sends. The ones selected must be of high quality and have real advertising value.

Second—Every dealer gets the same displays and to use them would eliminate originality.

Third—The displays advertise the brand and the manufacturer, but eliminate the individuality of the retailer.

It is estimated that sixty per cent. of all ready-made window display cards are never used. This gross waste has set many large advertisers a-thinking. A more efficient form of window display must be installed—displays that the dealer will welcome and give window space for cheerfully.

There are strong reasons why mechanical motion displays are popular—chief of them all being that they attract attention, and I am in favor of them. My advocacy of them is based on these facts:

First, the eye is naturally attracted to anything in motion, regardless of how it is displayed. Revolving barber poles, electric flashers and out-door signs operated by wind action are a few examples of what has been done in the past to attract attention through motion.

Second, manufacturers who use them give testimony to their value by their own assertions that through their use the co-operation of the dealer is virtually assured. As a matter of fact, my experience has been that dealers in most cases are willing to buy a larger quantity of the goods so advertised in order to be granted the privilege of using a motion display for a limited time. The reason for this is obvious. A motion display not only helps sell the goods it advertises, but it also attracts the attention to the other articles in the dealer's window. By using a motion display as an attention getter in the centre of the window, and grouping a few other articles around it, the dealer is able to draw a far greater percentage of passers-by to his window than could be secured by ordinary still advertising. However, there are merits in both methods.

Third, motion displays are not distributed promiscuously. They are in most cases lent for a considerable period to each druggist. This not only increases their value in the eyes of the druggist, but enables the manufacturer to cover a large territory with a small quantity of displays. After the dealer is through with the display, he slips it into the wooden box that it arrived in, locks it up and ships it to the next dealer.

To review the reasons for putting emphasis on the importance of the window: A large proportion of the inhabitants of our respective communities pass our store every day. Each passer-by is a prospective customer, with constant needs in the drug line. These needs may be immediate and urgent ones or they may be latent ones of which the individual needs reminding.

Window displays should be simple, the effort being made to direct the attention to one article or one line of goods at a time. There should be changes of reasonable frequency. The sale of the goods in the window can be increased by use of signs, descriptive cards and price tickets.

The windows should be live salesmen, on the job every minute, and can be made one of the most effective means of advertising any business. It is a good plan to evolve a schedule of window displays running throughout the year varying the schedule as may be necessary. After the schedule is evolved it can be repeated year after year, saving much time and thought as to what shall be put in the window each succeeding week.

The photographs I am using to illustrate this article convey the idea of contrast. Each represents a window to which the druggist has not given sufficient attention, or devoted a sufficient amount of stock, and the same window in which I have modestly endeavored, without reflecting upon the druggist, to show how the same line of goods could be shown to better advantage. I think you will catch my idea from the pictures. Many druggists are too busy with their multitude of details to give the windows the study and attention they deserve. But I want to impress on them that when they neglect the window they are neglecting a prime requisite of business—the sale of goods.

Boots and Shoes Required by French Government.

A firm in Birmingham, England, who have already sold to the French Government goods valued at over £1,000,000, have informed Mr. J. E. Ray, Canadian Trade Commissioner, that they are prepared to purchase several thousand pairs of shoes required by the French Government, as well as leather laces and hay. Six copies of the boot specification have been furnished and may be obtained by interested Canadian manufacturers on application to the Department of Trade and Commerce, Ottawa. It is stated that the contract cannot be secured unless the boots can be landed at Havre for 10s. 6d. per pair.

The specification for the laces required have also been forwarded, and may be obtained on application. With regard to the hay, the quotations should be per ton of 2,240 lbs., delivered at Havre. For all the above payments will be made against documents. Any Canadian manufacturer or exporter who may be interested, should communicate with the Department for the name and address of the firm in question.—*From the Weekly Report of the Department of Trade and Commerce.*

Man (to lion tamer, who has just put the animals through their paces) —"Say, mister, what'll you charge to tame my wife?"

Chemical Problems in Germany.

DEPUTY CONSUL GENERAL, DANIEL J. WALTERS, BERLIN.

As a result of the war, German chemists have been confronted with a number of very important technical problems. Some of these problems are old ones that have been rendered acute by the war's interference with commerce, while others are newer and are all the more difficult because little attention had been given them before the opening of hostilities. The chemists are co-operating in a very marked manner to furnish substitutes for gasoline and rubber.

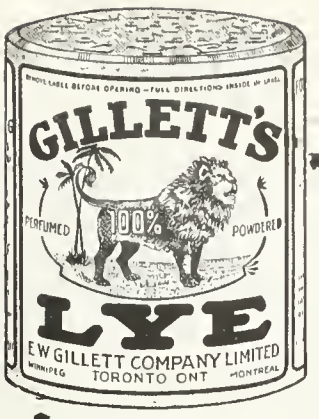
As regards the supply of gasoline, Germany has in the past depended almost entirely upon foreign markets. The greatest quantities of this important fuel were imported from Russia, Galacia, the Dutch East Indies, and especially Roumania. Normal imports at this time can be had only from the last named country.

It has been necessary, therefore, to turn to substitutes, the most important of which are benzol and alcohol. Benzol is a by-product of the manufacture of coke, and the German production amounts to one hundred and sixty thousand tons a year, of which about sixty thousand tons are used for chemical purposes, especially in the dye and color industries. About one hundred thousand tons are available for fuel purposes. As the consumption in Germany amounted to one hundred and seventy-nine thousand eight hundred tons in 1912, it will be seen that a considerable part of the gasoline can be replaced by benzol.

Benzol possesses very valuable heat units as a fuel, containing 9,560 heat units per kilo (2.2046 pounds), and being only slightly inferior to gasoline in this respect. A disadvantage in winter is high freezing point. Benzol freezes above zero (32 degrees F.), and then must be raised to about 7 degrees (44.6 degrees F.) before it will melt. Efforts are being made to overcome this disadvantage by adding nitrogen. There is no danger of freezing if alcohol is added, and mixtures of benzol and alcohol have proved very successful. There is no shortage of alcohol for motor purposes. Toward the end of August the available supply in Germany amounted to more than twenty-six million gallons. On account of complications arising from the war the average distillation was reduced by forty per cent.

The by-products of the distillation of brown-coal tar may also be considered as substitutes for gasoline. The number of substitutes from all sources would be considerably increased if carburetors could be adapted to other fuels than the ideal gasoline. As progress is made in this direction the shortage of gasoline becomes less important.

Problems arising from the shortage of rubber are much more difficult than those arising from the motor-fuel situation. This is already shown by the increase in rubber prices and by the strict military regulation of its use. The importation of caoutchouc (india rubber) has been interrupted, and the synthetic production of this valuable material was neglected before the war. The necessity for a substitute exists to-day and the scarcity of natural caoutchouc will focus attention on the development of a synthetic process. Several satisfactory substitutes have been evolved by combining acetone and benzol products with caoutchouc. A certain supply of caoutchouc can be maintained by the manufacture of regenerated caotchouc from scrap rubber. This regenerated coautchouc industry is highly developed, and large stores of old rubber exist.



Gillett's Lye Cleanses.

It cleans thoroughly whether the dirt is visible or invisible.

Millions of people use it every day.

Sold by the best Druggists everywhere.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Two other lines

Gillett's Caustic Soda.
Gillett's Cream Tartar.
(Chemically Pure).

E.W. GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

Pharmaceutical Association of the Province of Quebec.

The Major and Minor Examination of the Pharmaceutical Association of the Province of Quebec had been in progress since the 19th, finished on the 23rd. Thirty-two candidates presented themselves for the Major and eighteen for the Minor. The following Majors passed and are now Licentiates of Pharmacy:

L. J. A. Trempe, A. Bourgeois, L. O. Joubert, H. Forget, A. Jette, J. R. A. Cofsky, Miss Dora Schacter, V. Roberge, I. Getz, H. Gold, J. E. Chevalier, V. Boucher, F. H. Budd, J. N. Leclerc, E. Bedard.

The following Minors passed, and are now certified clerks: J. Eidlow, P. Gadbois, A. Montpetit, L. Robert, A. J. Laurence, M. Getz, O. Frigon, L. Lightstone, A. Perrin, P. Chouinard, G. Chevalier.

The examiners were A. B. J. Moore, H. Lanctot, W H. Chapman, O. Tansey, of Montreal; A.R. Farley, Hull; O. St. Amour, Ste. Agathe des Monts.; with J. E. Tremble, Chairman, and Henri J. Pilon, Secretary.

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CANADIAN DRUGGIST

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Editorial.

Wise Legislation.

In another portion of this issue we give the text of a letter from Mr. Robert Martin, President of the Saskatchewan Pharmaceutical Association, setting forth several resolutions which were adopted by the council of this Association at a recent meeting.

These resolutions cannot but commend themselves to Pharmacists, dealing as they do with matters of vital interest to the trade at this juncture.

The first resolution, which voices the opinion that the retail price of goods, subject to War Tax, should be advanced, is a reasonable one, although it may be found difficult to accomplish on account of the existence of so many cut rate stores.

The resolution in regard to the sale of Spirituous Liquors is wise and practically is a restriction of sale by druggists, is that which has been in force in the Province of Ontario, and which has proved fairly satisfactory.

The resolution dealing with the proper labeling of packages containing Formaldehyde is one that should appeal to the Association to which it is addressed, only we should like to see it carried still further, limiting the sale to licensed pharmacists.

The Association is to be commended in its action in donating $500.00 towards a fund for the relief of the "Druggists of Belgium, who have been rendered destitute by the War." It is an action which might well be imitated by the Associations of other provinces.

The Saskatchewan Association since its organization has proved to be a live factor in matters concerning pharmacy in the west.

Who Shall Pay?

Perhaps one of the most timely subjects for contemplation by the pharmacists of Canada is, as to who shall pay the war tax on patent and proprietary medicines.

We have already contended that to levy a tax of this kind upon patent medicines, while other articles of an equally proprietary character, but not intended for the relief of suffering, are allowed to go free, was unjust, but the law is in effect, and the tax must be paid, and the question is, shall the druggist or the purchasing public foot the bill?

The fact that such a tax was proposed in the United States, and the proposition was afterwards dropped, should have appealed to our Legislators as the experience of a country who had labored at one time, under such a tax, in which the patent medicine industry was affected, and the dropping of legislation at the present time in the United States, to tax this class of articles, should have been a precedent for Legislation in Canada.

However, the fact remains, and it is for the druggist to decide whether he or the customer shall pay.

Evidently it was not the intention of the Government to levy an additional tax on druggists alone, and there is no reason why the customer should not be asked for the additional 4 per cent. on the purchase (on sums below 25c. of course there will be more than 4 per cent.)

We should advise all druggists, however, to put the matter clearly before their customers and show them how inconsistent it is that the druggists should pay this additional tax, which it was intended should be a portion of the contribution of the community in general, towards the revenue for war purposes.

The public are not unreasonable, and we believe there is sufficient patriotism to make it a certainty that a majority at least of customers will view the matter in its proper light and willingly pay the tax.

The Late Geo. Massey.

Mr. Geo. Massey, President of Lanman & Kemp, died suddenly of pneumonia at his residence, 254 West 71st Street, New York, and was buried in St. James' Cemetery, Toronto, on Sunday May 2nd.

His many friends who were in the drug business in the '80's will remember him well, and their hearts will go out in sympathy to Mrs. Massey, his family and relatives in their great loss. Mr. Massey was a strong business man in the truest sense of the word, honorable, upright and just in all his dealings, and those who had business relations with him will remember his many kindly and helpful acts when they were in need of a friend.

He came about 1865 from Lyman's, Clare & Co., Montreal, to take a position with Lyman, Elliott & Co., and when the firm of Lyman Bros. & Co., was formed on the retirement of Messrs. Elliot in 1869, Mr. Massey was made manager. In 1878 Mr. Massey left Lyman Bros & Co. to accept a position with Lanman & Kemp, in New York, and his business ability was such that in course of time he held the highest position in the firm.

So another landmark in the early history of the drug business in Canada has been called home, and those who follow should strive to live that when they too are called they may leave behind them such an honorable business record as he has done.

If the world owes us a living, why not pull off our coats and proceed to collect it?

Patriotic as the Army
Popular as the Navy
Pleasant as Victory

LA PREFERENCIA CIGARS

3 SIZES

CONCHAS	CLUB HOUSE	BULL DOGS
3 for 25 cents	10 cents straight	2 for 25 cents

They're "CANADIANS" unbeaten
and are daily crowding imported lines out of this glorious Dominion.

VALLENS & CO.

LONDON - CANADA

Our Canadian Pharmaceutical Specialties are made in Canada expressly for Canada by a very well-known Canadian

Further they are Canadian in Quality, Ethics and Elegance—in short always dependable
Your physicians will receive samples of and Literature on

Ergotole Lapactic Pills Sedatole Pan Peptic Elixir
Sal Laxa Milk of Magnesia Lithiated Sorghum Comp.
Pill Phosphorus Amorphous 1 gr.

YOU will receive Prescriptions and Orders for them.

FRANK W. HORNER, Limited

142 St. Urbain St., Montreal

OUR CANADIAN DISTRIBUTOR
Will gladly quote prices and promptly fill your orders

SHARP & DOHME
Chemists since 1860

Laboratories, : Baltimore
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American Branches - CHICAGO, NEW ORLEANS, ST. LOUIS, ATLANTA, PHILADELPHIA

Correspondence

Saskatchewan Pharmaceutical Association.

To the Editor of the Canadian Druggist:

DEAR SIR,—

In accordance with instructions received at a meeting of the Council of the Pharmaceutical Association held recently, I am forwarding, for your information, copies of resolutions which were adopted unanimously by the meeting, and also an extract from "Bill No. 76" of the House of Commons which relates to "The Special War Revenue" as it relates to the sale by retail of Patent and Proprietary Medicines and Perfumery.

RESOLVED:—"That the Registrar be instructed to forward to each member of the Association that it is the unanimous opinion of this meeting that all goods, subject to the War Stamp, costing over $2, $4 and $8 per dozen, should be sold retail at 30c., 60c., and $1.15 respectively."

RESOLVED:—"That we, the members of the Council of Pharmacy, in meeting assembled, most heartily endorse the proposed legislation with respect to the Liquor Traffic, as outlined by the Premier of this Province."

"On behalf of the Chemists and Druggists of the Province we would respectfully request that there should be incorporated in the Act adequate and stringent provision for the restriction of the sale of spirituous liquors by Druggists, excepting for strictly medicinal use, and only on the written prescription of a qualified Medical or Veterinary Practitioner, such prescription to be valid only when on forms serially numbered and issued by the Government."

RESOLVED:—"That Mr. Brodie, of Moose Jaw, be appointed to interview the officers of the Grain Growers' Association in order to secure their co-operation with the object in view of making compulsory the proper labeling of all packages containing Formaldehyde, before being delivered to the retail purchaser."

RESOLVED:—"That the President and Registrar-Treasurer be authorized to issue a cheque for $500 to be given, on behalf of the druggists of this Province, as a donation to the Fund for the relief of the druggists of Belgium who have been rendered destitute by the war."

NOTE:—Please keep in mind the regular annual meeting of the Association which will be held on Tuesday, July 13th, as it is the profound wish of the Council to make it the best we have ever had.

These prices go into effect in Regina on April 26th.

Yours respectfully,

ROBERT MARTIN.

Death of Fred M. Fisk.

Fred M. Fisk, manager of the European headquarters of Parke, Davis & Co., in London, died on the evening of Saturday, April 10th. While the end came suddenly, Mr. Fisk had been seriously ill and in the hands of physicians for a number of months. He has been able to visit the office two or three times since the first of the year. Mr. Fisk's connection with Parke, Davis & Co., covered a period of something like thirty years. He was employed to explore what was then new territory for the products of the house. First "covering" the Pacific Coast, he was subsequently sent on a trip around the world. His success in introducing the preparations of the house in countries like Japan, India, and Australia ultimately led to the establishment of branches and to the final development of an enormous trade in those sections of the world.

Mr. Fisk was next sent to London to see what could be done for Parke, Davis & Co., in Great Britain. He found the opportunity so favorable that ere long a branch was established and he was placed in control of it. Only three people besides himself were necessary at the outset, but the business has since grown both in Great Britain and on the Continent until now there is a staff of about 400 employees.

The establishment of manufacturing laboratories at Hounslow, a few miles out of London, followed in due course, and here the goods are manufactured for European consumption. The European business of the firm is a fine monument to the creative ability of Mr. Fisk and to the loyalty and devotion which he always bore toward his house.

Mr. Fisk was born in Adrian, Michigan, and he was a member of the Adrian Commandery of Knighes Templar. He was prominent likewise in the Masonic circles of London, and was Master of the American Masonic Lodge at the time of his death.

Mr. Fisk's successor in the conduct of the London branch is his brother, Harry J. Fisk, who has long been associated with the London management in many important capacities, and who was in charge of the business during the illness of the late manager.

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

WINDSOR BRAND

The Canadian Salt Co., Limited

WINDSOR - ONTARIO

THE NICHOLS CHEMICAL CO., Limited

(Selling Agents for Canada)

Pepto-Mangan (Gude)

(Reg. U.S. & Pat. Off.)

; ***the one and only*** absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also ***the one and only*** preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

The Consolidated Fruit Jar Co.

New Brunswick, N. J.

—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Plain & Decorated Collapsible Tubes,
All kinds of cast metal goods.

"Bottle Caps of all Metals."

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The greatest work ever written on the Eye has been prepared by fifteen Specialists, who are pre-eminent authorities on Optical, Optometrical and Opthalmological subjects. They have covered the field as it has never previously been covered, and their master work is now contained in our course of Ophthalmology.

Tens of thousands of dollars and years of tireless labor have been expended to place within your hands sure, safe methods of a non-drug, non-surgical nature that assures relief and cures in a thousand and one abnormalities and diseases of the eye. Send for information regarding attendance and mail courses, also $1,000 Scholarships and Gold Prizes.

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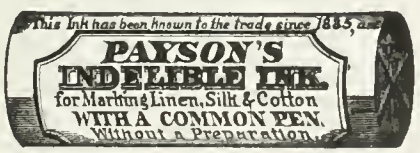
44 High St. Opens Oct. 6. **30th Annual Session.**

Two years' study secures the degree in Pharmacy (Ph. G.)—Three years' study secures the degree of Master in Pharmacy (Phar. M.) or Pharmaceutical Chemist (Phar. C.) or Analytical Chemist (A.C.)

All Courses include a large proportion of laboratory work. Mail a postal for illustrated Announcement. "Do it now


This Ink has been known to the trade since 1835, and
PAYSON'S
INDELIBLE INK.
for Marking Linen, Silk & Cotton
WITH A COMMON PEN.
Without a Preparation.

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

The Canadian Druggist

is the oldest Drug Journal in Canada. It is the best advertising medium. Send for rates and give it a trial

Seventy-Five Years in Business.

The Carpenter-Morton Company, Boston, Mass., Importers, Manufacturers and Wholesalers of Paints, Varnishes and Paint Specialties, are sending out invitations to members of their company and present and old employees and their families, to join with them in celebrating the completion of seventy-five years of successful business life. This anniversary celebration will be held at the Riverside Recreation Grounds, Riverside, Mass, Saturday, June 12th.

The present plan is to devote the afternoon to outdoor sports and recreation, after which dinner will be served. There will be after dinner speaking by past and present members of the company and old employees, the celebration concluding with a dancing party.

Carpenter-Morton Company is one of the few business houses that can point to a record of seventy-five years of continuous business success.

The house was established in 1840 by Eleazer F. Pratt. In 1843 he was joined by George R. Rogers, under the name of Pratt & Rogers. In 1846 George W. Banker became a partner, the name changing to Pratt, Rogers & Co. In 1849 Pratt and Rogers withdrew, and the business was continued by George W. Banker, Matthias Crocker and George O. Carpenter, under the name of Banker, Crocker & Co. In 1852 Mr. Crocker withdrew, and the firm name changed to Banker & Carpenter. In 1864 Edward T. Woodward, John D. Morton and Isaiah Woodbury were admitted to partnership without change in the firm name. In 1868 Banker & Woodbury withdrew, the remaining partners continuing under the name of Carpenter, Woodward & Morton, this firm name lasting until 1892, when the business was organized as a Massachusettetts corporation, under its present name, the Carpenter-Morton Company.

The present officers of the corporation are: James B. Lord, President; Frederic H. Newton, Vice-Pres.; George C. Morton, Treasurer; M. Elton Voee, Assistant Treasurer and Clerk. These officers, together with J. W. Campbell and M. E. Morton, constitute the Board of Directors.

The stockholders of the present company comprise the members of the Board of Directors, and in addition W. E. Gilmour, A. I. McLauthlin, George O. Carpenter and A. B. Carpenter.

The business was first conducted at 5 Broad Street, Boston, then at 101-109 State Street, and later at 151 Milk Street. January 1, 1899, the company moved into its present home, the Sudbury building, 77-79 Sudbury Street. The factory is located on Summer Street Extension, Everett, Mass. Number of employees is one hundred.

Among the present employees the following have been in the employ of the company for ten years or longer: R. B. Bennett, Superintendent of factory; Walter G. Ambrose, cashier; Joseph N. Baker, Manager of Advertising Department; Clifford Carroll, Manager of the Shipping Department; Miss A. W. Bonney, Assistant to Sales Manager; W. M. Wade, Assistant Credit Man; also Miss Gertrude M. Harrington, Miss Elizabeth B. Curran, George Holthause and John Dickmeyer.

For three-quarters of a century this business has gone on and has always paid one hundred cents on the dollar.

The record of the house covers a long period of the business history of our country. Within this time there have been many trying times for business houses, such as the panics of 1857, 1861, 1873, 1893, 1907, the Civil War, the Boston Fire of 1872. In August, 1861, the company's entire plant, located at 107 State Street, was almost completely wiped out by fire, but a new building was put up on the same spot and occupied by the house the following February.

During the last twenty years the company has largely expanded its business in Paint Specialties. These Specialties are known all over the United States and in foreign countries, and comprise Campbell's Varnish Stains, for staining and finishing furniture, floors and Interior Woodwork; Colorite, a preparation for coloring old and new straw hats, straw goods and basketry; Cow-Ease, a preparation for spraying cattle and horses to relieve them from flies. Many other useful specialties are produced, comprising Carmote Floor Finish, Alabaster White and colored Enamels, French Furniture Polish, Superb Metal Polish, etc.

Montreal College of Pharmacy.

Montreal College of Pharmacy's Spring Session examinations were recently held at the College, and the following students have passed their examinations in order of merit as follows.

MATERIA MEDICA, PHARMACY AND TOXICOLOGY.

Messrs. P.V. Charland, J. Eidlow, L. Tetu (honors); Miss Dora Schacher and Mr. J. B. Martin (equal); Messrs. Wm. Leobel, Isidore Getz, H. Gold, S. Schmerling, L. Lightstone, C. M. Colle, N. Neamton, C. Hillrich, S. Frischling, D. St. Amour.

BOTANY.

Mr. J. H. Scharf (honors); Miss Dora Schacher, Messrs. Isidore Getz, J. Eidlow, L. H. Leduc, H. Gold.

CHEMISTRY, SENIOR.

Messrs. J. Eidlow, (first-class honors); J. H. Scharf, W. J. Kavanagh, Miss Dora Schacher, Messrs. L. A. Casey, H. Gold.

CHEMISTRY, JUNIOR.

Messrs. J. Eidlow, (honors); J. H. Scharf, J. C. Cusson, Isidore Getz, Miss Dora Schacher, M. H. Gold.

The examiners were: Prof. Alex. B. J. Moore, Materia Medica, Botany, Pharmacy and Toxicology; Professors Herve Nadeau and T. Linsay Crossley, Chemistry; Prof. L. S. Desautels, J. G. Stenhouse, Secretary of the College, Materia Medica and French.

Departing Guest (scrutinizing bill) —Look here! You charge for writing paper and I haven't used a bit all the time I've been here.

Hotel Proprietor—Ah, pardon, m'sieu! It is for ze paper on which ze bill is made out.—*London Mail.*

Stamp Tax.

(CONTINUED FROM PAGE 194)

fails or neglects so to do shall incur a penalty not less than fifty dollars and not exceeding two hundred and fifty dollars.

In a few words, the Act calls for a stamp placed on every package of:

(a) Patent or proprietary medicine or

(b) Perfumery, which includes all toilet articles.

(c) The value of the stamp is to be one cent on every article sold at 25 cents or under, and one cent additional for every 25 cent or fraction of 25 cents additional in value.

(d) This means that the tax will run from 4 to 20 per cent. on the retail value of taxed goods.

(e) The stamp is to be affixed by the retailer when selling to the consumer and collected from purchaser.

(f) The stamp must be cancelled by the seller either by initials or other mark with the date of cancellation.

(g) The penalty for violation of the Act is a fine of two hundred and fifty dollars ($250.00).

ADDITIONAL TAX.

In addition to this direct tax for the collection of which the druggist is directly responsible, there are four other direct levies imposed upon him, in general with other citizens. They are:—

(a) An additional stamp on all letters and post cards and money orders.

(b) A two cent stamp on all bank transactions, such as cheques, drafts, etc.

(c) One cent on all telegraph messages.

(d) A graduated tax on all railroad and steamship tickets.

CHEQUES, POSTAL ORDERS, ETC.

That section of Part III dealing with stamp duties on cheques and other instruments.

Section 12, sub-section 2 to 6:—

2. No person shall issue a cheque payable at or by a bank unless there is affixed thereto an adhesive stamp or unless there is impressed thereon by means of a die a stamp of the value of two cents, and the person issuing shall at the time of issuing cancel the stamp by writing on or across the stamp initials or other marks of identification, together with the date of such writing.

3. No person shall transfer a bill of exchange or promissory note to a bank in such manner as to constitute the bank the holder thereof or deliver a bill of exchange or promissory note to a bank for collection unless there is affixed thereto an adhesive stamp, or unless there is impressed thereon by means of a die a stamp of the value of two cents, and the person transferring or making delivery shall at or before such time cancel the stamp by writing on or across the stamp initials or other marks of identification, together with the date of such writing.

4. No person shall sign a receipt for money paid to him by a bank chargeable against a deposit of money in the bank to his credit until he has affixed to the receipt an adhesive stamp, or unless there is impressed thereon, by means of a die, a stamp of the value of two cents, and the person signing such receipt shall at the time of signing cancel the stamp by writing on or across the stamps initials or other marks of identification, together with the date of such writing.

5. No cheque or other bill of exchange shall be issued or paid by a bank unless there is affixed thereto an adhesive stamp or impressed thereon, by the means of a die, a stamp of the value of two cents.

6. Every bank having in possession in Canada any promissory note, cheque or other bill of exchange made or drawn out of Canada on which a stamp prepared for the purposes of this Part has not been affixed or impressed shall, before payment, if the same is payable in Canada, affix thereto an adhesive stamp of the value of two cents, and the value of the stamp so affixed shall be payable to the bank by the person entitled to the proceeds of the note, cheque or bill. The bank shall, before payment or presentment for payment, if the stamp is affixed by the bank, cancel the stamp by writing on or across the stamp initials identifying the bank, together with the date of such writing.

The penalty for violating this section of the Act is for the individual a fine of $50.00 and for the bank $100.00.

That section of Part III. dealing with Stamp Duties on Money Orders, Letters and Post Cards:—

Section 13, Sub-sections 2 to 5:

2. Every express company carrying on business in Canada shall before the issue of money order or traveler's cheque affix thereto an adhesive stamp of the value of two cents, and the company may charge the two cents and collect the same from the purchaser of the order or cheque or from the payee thereof. The company shall before delivery of the order or cheque cancel the stamp by writing on or across the stamp initials or other identification of the company, together with the date of the issue of the order or the cheque.

3. No money order shall be issued under the provisions of the Post Office Act until there is affixed thereto or to the relative advise a postage stamp of the value of two cents, to be paid for by the purchaser of the order. The Postmaster or other officer of the Post Office department issuing the order shall cancel the stamp by impressing thereon when affixed the date stamp of the post office at which the order is issued.

4. No postal note shall be issued under the provisions of the Post Office Act until there is affixed thereto a postage stamp of the value of one cent, to be paid for by the purchaser of the note. Before delivery of the note the stamp shall be cancelled by the postmaster or other officer of the Post Office Department issuing the same by impressing thereon the date stamp of the post office at which the note is issued.

The Soda Fountain

The summer soda fountain business will soon be upon us. It seems but a few weeks ago since the soda fountain was in full swing. Now is the time to make preparations for the busy season. There are many things to consider in making your arrangements for the summer trade. Your equipment should be considered first; but there are other things equally important, such as carbonating, outfit, ice cream equipment, syrup room equipment, hot soda urns, luncheonette equipment, electric mixers, coolers (for milk, orangeade, etc.) This subject is well treated in a recent issue of Pacific Drug Review, by E. T. White, who emphasizes the importance of proper equipment. Speaking also of the importance of the carbonator, he says:

There is no more important adjunct of the fountain than a carbonating outfit. There was a time when a rocker outfit was the cheapest thing a fountain owner could buy; but if more than two steel fountains are required such an outfit would cost more than an automatic carbonator. A small carbonator can be secured for about $100, which answer all the needs of a small fountain. It is really a matter of economy in every way to have one, and anyone who can justify himself in the purchase of a fountain can afford to add this amount to the investment. Those who do any amount of business in mineral water or who serve gingerale or root beer on draught will also need a rocker outfit for charging them. Such an outfit can be obtained for from $12 to $27, and the portable fountains for about $30 each. Those who have a limited sale for the mineral waters will find it advisable to buy them and save the investment. Those who have an auxiliary charging outfit can prepare themselves for emergencies by having a couple of steel fountains reserved for soda water. Then if anything happens to the carbonator they have a source of supply. Most of the small carbonators are so arranged that they can be operated by hand if the power gives out, and thus in themselves prepare for emergencies.

Regardless of the method used for the carbonation of water, a good filter is a necessity. A filter can be so connected that the water passes through it directly to the carbonator, but it is better to allow it to pass into a supply tank which insures an adequate supply at all times.

It is advisable, owing to the fact that cold water carbonates better than warm, for all who can afford to invest the additional sum of $15 or $20 to have a cooler through which the water passes before it enters the carbonator. In some places the water supply is sufficiently cold. It costs less to reduce carbonated water that enters the fountain cold to the desired temperature for serving than it does water that is warm.

Ice cream equipment is not always a necessity, owing to the fact that ice cream may be purchased, and there are instances where it pays to do that. Especially is this true where other capital is small. When the business becames established it is easier to estimate just what is needed in the way of equipment. Sometimes ice cream is bought to escape from the dirt that results from its manufacture when there is no suitable place that can be devoted to ice cream making. But an ice cream plant is in no sense a luxury, and must be looked upon as a good business whenever it is possible to install one.

FREEZER IS MOST ESSENTIAL.

The most essential thing is a freezer. This may be either a hand or a power machine, but a power freezer naturally is preferable. When time is more plentiful than money, a hand freezer can be obtained as cheaply as $15. Power freezers range in price from $50 to $300, but half the latter amount is all that a fountain owner should invest in a freezer of the ordinary type. The next step in advance is the brine freezer, and one of these can be secured for about $200, and is the thing for the man who can afford it. They are more economical to operate and are much more sanitary.

Those who make ice cream need an ice crusher and those who do not will find one a convenient thing to have in the manufacturing department. A hand crusher costs from $12 to $35 and will answer the needs of the majority of dispensers. A power crusher costs about $45 and is a wise purchase where there is power and a convenient place for it. It should be so arranged that it will not keep the floor of the work-room damp, thereby endangering the health of the employes.

In connection with the manufacture there are several small sundries needed. Many are found in the regular equipment of the syrup room. Besides those we might mention packing cans, strainers, ice tongs, ice pick and ice shovel. The cost of these items is of small moment.

The preparation of syrups and crushed fruits in one of the most important items in connection with the fountain, and the syrup room, with its entire equipment, is one of the important adjuncts. The subject is a broad one, for the time required for the making of syrups varies from an hour a day to one to five men working all the time at the manufacture of syrup and ice cream, etc. From these facts it will be seen that the equipment must vary, but there are some things which everyone must have.

A good simple syrup container is needed. This may be a syrup percolator if one prefers that method of preparing syrup. A simple and inexpensive method is to buy a galvanized iron barrel (secure a good heavy one with a cover) and have a tinsmith put a faucet in it and solder the seams. This will cost $3 or $4, and will last a good many years, and will be found easy to keep

clean. Another good container can be secured from any dealer in dairy supplies. They have large tanks holding from 25 gallons up made from heavy dairy tin and fitted with a faucet which make excellent tanks.

COPPER KETTLE FOR CHOCOLATE SYRUP.

A good copper pan (kettle) such as confectioners use for candy-making is the best thing in which to cook chocolate syrup, and while the first cost is a little more they are not expensive, as they will outlast a large number of ordinary kettles, and as there is no danger of burning, unless the syrup maker is extremely careless.

Then there must be containers for finished syrups. For this purpose stone jugs and half-gallon jars in which supplies are bought may be used. For chocolate syrup I like a two-gallon milk can.

Besides these there are a lot of small utensils, such as measuring graduates, strainers, small pots and pans, graters, spoons, paddles, mixing dishes, etc. The life of these depends on their quality, combined with the care that is taken of them.

EQUIPMENT FOR THE LUNCHEONETTE.

The luncheonette branch of the business is coming rapidly to the front even in small places. Those who intend doing anything with the lunch business should consider it when buying. The luncheonette back bar, while in a sense a part of a fountain, is not that which is ordinary supplied.

What else you may need in the way of equipment depends upon how extensively you are going into this branch of the business. You may need only a few plates, knives and forks and the things necessary to make sandwiches, or you may need a steam table and facilities for serving hot dishes.

The electric mixer is an adjunct which is seen today at many soda fountains where there is electricity, and under certain conditions it is a valuable addition to the fountain equipment. It cannot be said to be a necessity, for a fountain can be run successfully without one by a man who really understands the art of mixing drinks. Few are the young men who can prepare a good egg or malted milk drink, because they lack both the strength and skill necessary to shake them properly. The sale of these drinks will not grow under such circumstances. The electric mixer furnishes the strength and skill to do this work and therefore it is almost a business necessity to the man employing unskilled help. The machine can also be used as a means of advertising such drinks, its presence on the back bar being an indication no longer a mere novelty, but a demonstrated success.

COOLER FOR SPECIAL DRINKS.

While the cooling of most beverages is cared for in the fountain, there are some things for which special cooling devices are needed, especially when these beverages are handled in any considerable quantity. How many special coolers are needed must depend on the demand for certain drinks. Among the more important orders for which special coolers are needed are milk, orangeade, fruit punches, lemonade, and grape juice.

A milk cooler is valuable at any fountain where a considerable business in milk drinks is done. It not only keeps the milk cold, but aids the dispenser to do his work rapidly. These milk coolers can be secured in a variety of designs, ranging in price from $25 to $80.

Those who sell orangeade, ready-to-serve lemonade and fruit punches, will find that a display cooler will materially increase sales. It is just as well not to serve too many unless the demand is large. However, one or more of these coolers may be a necessary adjunct to the average fountain. They can be secured at from $7 to $21. A nice looking one is advisable, because it really enhances the selling value of the drink.

Many of the sundries of equipment are as essential as the larger ones which we look on as apparatus, and proper care should be given to their selection. These little things are in constant use, at least most of them are, and should therefore be of good quality and strongly made so as to withstand the wear and tear. Again, in buying these small things one must remember that the better they look and the more harmonious they are the better appearance the fountain will have to the customer.

A prominent druggist, in speaking of the soda fountain season to the writer, a few days ago, said: "I have made a practice for some time past to send out an announcement at the beginning of each season telling the public when the fountain will be ready, and a list of what I will serve. I find this a very good plan. People get the notice, and talk about it, and when they come into the store, they know exactly what they can get."

Now that the Hot Soda season is over, greater attention will be paid to egg drinks, which give a good margin of profit. The Horlick's Malted Milk Co. are supplying attractive signs and advertising matter to enable the trade to further stimulate this business. As Horlick's Malted Milk with egg is becoming more popular at all the soda fountains, make sure that your dispenser has a copy of booklet "Hints and Helps to Soda Dispensers," which will be mailed on request. This booklet contains valuable hints to the soda fountain dispenser, whether experienced or inexperienced.

The fountain outfit furnished without charge by the Horlick's Malted Milk Co., facilitates the dispensing of this most popular drink.

Kent-McClain Again.

Messrs. Liggetts, Limited, of Yonge Street, have made a number of important improvements in their big store. These comprise extensive improvements to the office and dispensing room, the addition of a new palm room and flower department, and of three rosewood cases with green marble bases. The work has been in the hands of Kent-McClain, Limited (Toronto Show Case Co.), of Toronto.

Order Now ***Season Just at Hand***

LYMAN'S

Water Glass Egg Preserver

BEST QUALITY

1 lb. Tins, $1.00 per dozen. 2 lb. Tins, $1.50 per dozen.
5 lb. Tins, $3.75 per dozen.

Ask Us for Quotations on Larger Quantities.

THE LYMAN BROS. & CO., Limited

WHOLESALE DRUGGISTS TORONTO, ONTARIO

The Best Value
For Druggists Is

J. S. Hamilton & Co's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND
UNDER EXCISE SUPERVISION
For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J.S. HAMILTON & Co., Brantford
WHOLESALE DISTRIBUTORS FOR CANADA

Stay at home while you study Pharmacy. We teach you by mail. We give you the same instruction that you get at college. Our course is adapted to the individual needs of Canadian students who contemplate a change into the States or take Pharmacy board examinations. Hundreds testify to the great value of our course.
Write for our prospectus and particulars. Our terms are easy.

The Ohio Institute of Pharmacy, Columbus, Ohio

SHOW CARD
Lettering Supplies

WE CARRY A FULL LINE OF

MARKING PENS, SHADING PENS, BRUSHES, AND SHOW CARD PAINTS.

Our own book, **Druggists** and **Dispensers** Show Card Instructor, is a comprehensive work on Pen and Brush show card lettering, and the price is but $1.00, postpaid. All orders receive prompt attention.

Write for catalogue, it's free postpaid to all interested.

ADDRESS :

The Thompson School of Lettering

PONTIAC, - MICHIGAN.

Trade Notes

J. D. Copeland, Antigonish, N. S., is dead.

Pharmacie Ontario has registered at Montreal.

J. K. Brown has sold his Nairn Avenue drug business, Winnipeg, Man.

Quenneville & Guerin, druggists, have registered at Montreal, Que.

C. James has succeeded Coombe & Moone, Dubec, Sask.

R. G. Scott, of Wakaw, Sask., have give nup business.

The Canadian Sanitos Co., have registered in Montreal, Que.

W. R. Brown, Fort William, suffered a small loss by fire on April 5th.

Walter A. Douglas, of Colbourne, Ont., has assigned to C. E. R. Wilson.

Dr. Wm. Anderson has succeeded the Prelate Drug Co., of Prelate, Sask.

Wm. Shepherd has started a new business in Winnipeg, Man.

R. M. Colley has started a new business in Bentley, Alta.

A. Saunders has started a new business in Strome, Alta.

R. Harvey, Calgary, has started a branch in that city.

C. E. Chambers has succeeded G. A. Shearin, Bolton, Ont.

F. A. Douglas has started a new business in Leslie, Sask.

G. M. Knight has started a new business in Vanderhoof, B. C.

The Denike Drug Co., of Amherstburg, Ont., has been incorporated.

Oliver M. Patterson has purchased the business of G. D. Edgar, at 1271 Gerrard St. E., Toronto.

S. J. Farrell has started a business in Holden, Alta.

A. Creighton has started a business in Lacombe, Alta.

Patterson & Neilly have purchased the drug business of Wm. Fitzgerald, Bradford, Ont.

A. C. Armstrong, of Eyebrow, Sask., suffered a loss through fire early in April.

J. E. Gallant, of Tignish, P. E. I., suffered a loss through fire on April 10th.

Lawrence, Limited, druggists and stationers, of Sault Ste. Marie, have opened a branch store at Hearst, on the Transcontinental.

H. Bull, recently of Gore Bay, has succeeded A. Burgess, Burford, Ont.

The partnership of Parke Bros., Chatham, Ont., was dissolved on May 1st.

T. H. Porter, Eyebrow, was burned out on April 5; loss $6,000, insurance $4,400.

F. H. Longridge has purchased the drug business of Dr. Gillies, of Bethune, Sask.

H. S. Young has purchased the business of H. W. Hobson, Niagara Falls, Ont.

N. McWilliams has purchased the drug business of T. J. Bowie, of Orangeville, Ont.

Dr. C. B. Trites has opened a new drug store at Liverpool, N. S.

R. D. Stiles has purchased the business of J. D. B. Fraser & Sons, Pictou, N. S.

W. F. Rae has succeeded to the business of the Watson Drug Store, Watson, Sask.

O. Brault has opened a new drug store at Longueuil, Montreal.

Dr. Aime Handfeld has opened a new drug store on Sherbrooke Street, West, Montreal.

The Independent Drug Stores, Vancouver, B. C., has succeeded Marrett and Reid and W. L. Torrance.

The Wade Drug Co., Limited, recently incorporated in New Brunswick, is located at Perth, not Grand Falls, as previously reported.

H. E. Hawker has purchased the drug stock of J. C. Rey, of Dundas, and has moved to Stoney Creek, Ont.

Landfear McCullough, recently of Kingsford, has succeeded to the business of the late Dr. Passmore, of Deseronto, Ont.

Mr. Garrson has purchased the business of John A. Barr, James Street north, Hamilton, and has moved to the corner of Herkimer and Locke Sts.

Wm. E. Armstrong, formerly manager of the Gardner Pickford Drug Co., Ltd., has returned to Walkerville to manage the Pickford drug store.

William Loebel has purchased the Sanitary Pharmacy, Montreal, which has been closed for some time, and has now re-opened under the name of the Main Drug Store.

Paprus Ice Cream Plates.

The Paprus Ice Cream plate is a small five-inch pressed pulp plate which is very handy for serving ices, sandwiches, etc. It is clean to use and cannot lose its shape. Supplied to the trade in handy five and ten cent packages, and in bulk by Buntin, Gillies & Co., Ltd., Hamilton.

Salesman Wanted

By a Pharmaceutical House, a traveling salesman to sell to druggists and detail physicians. Prefer a young graduate druggist over 25 years of age, with or without experience on the road. Write a "Selling letter," giving all necessary information and reasons why you should be engaged. Address Box No. 30 CANADIAN DRUGGIST, Dineen Bldg., Toronto.

The Martin, Bole & Wynne Co., Lt'd.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number ot drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

Drug Report.

Business during the past month had more of an optimistic tone than has been experienced for some time, and our opinion is if Canadian druggists do not lose their heads and stick carefully to their business there is no reason why they should not share in the commercial prosperity that is almost sure to be experienced in Canada this year. It is the exception where the druggist does not make at least a decent living if he attends to developing his own business and leaves alone the "get rich quick" schemes that have tempted so many to their downfall.

Prices on nearly all drugs and chemicals are higher and are likely to continue to advance unless we can get more from abroad, which is not likely, until there is a decided change in the war situation. We have been living largely on New York stocks, which are becoming depleted, and the majority cannot be replaced.

Bromides have advanced to very high figures. This is hard to explain except in potash, as nearly all the Bromine in the world is produced in the United States.

Iodine. There was quite a flurry during the month in Iodides as an advance was expected which did not materialize, and prices are as usual.

Castor Oil is contraband. There is practically no Italian or French oil to be had. and the consequent run on English makes it possible we will have to depend on that made in the U. S., which is usually not as good a product.

Balsam Peru is held at a very high figure. It is scarce, as so much is being used for surgical dressings.

Creosote is hard to get and steadily advancing.

Potash Salts, especially Permanganate, is very high and scarce.

Benzoic Acid and Benzoate Soda. Very small stocks are held and the price is away up.

Oil Mustard Artificial is almost as high as the German.

Oil Peppermint is advancing.

Quinine is higher.

Carbolic Acid has reached $1.50 lb. in New York.

All Herbs, Roots, Berries. etc., obtained from Europe are steadily advancing as stocks become exhausted.

Acetanilid is worth about $2.50, owing to advance in basic materials.

Sennas are steadily going up in price.

Dandelion Root. Nice samples are scarce, and price is three or four times above normal.

Camphor is firmer, and as it has been sold for some time at a loss to the producers, on account of competition, higher prices are not expected.

Naphthaline Balls and Flakes are much higher on account of the coal tar situation, and also on account of its use at the battle front as a disinfectant.

Acid Acetosalicylic and similar synthetics are very scarce, and what small quantities there are available, are held at fancy prices.

Tartaric and Citric Acid will doubtless be higher as the consuming period approaches.

The stamp on proprietary medicines and perfumery that some stores assumed at first. is now, as far as we are aware, being collected from the consumer at the time of sale, as it was found by the druggists who at first thought they would pay it themselves that it was too costly advertising as it amounted on the average to 5 per cent. on the net profits, and so now the public are paying it, which was the original intention of the Government, and the general report is that the public are quite willing to do so.

"Tabloid" Triangular Bandage.

The use of the triangular bandage in first aid work is well recognized, and it has been customary to print upon the fabric of the bandage illustrations representing the methods of application. A very striking advance in the quality and clearness of the pictorial representations has recently been effected in connection with the "Tabloid" Triangular bandage. The designs, as will be seen from the accompanying illustrations, are plain, precise, complete, and in accordance with the latest practice.

Another point of importance is that these "Tabloid" bandages are compressed into very small space, one bandage occupying no more room than a matchbox, and they can. therefore, be carried without inconvenience in the pocket of the first-aid man.

Each packet is provided with a stout covering which will resist wear and tear.

"Tabloid" Triangular bandages are issued by Burroughs, Welcome & Co., in packets of two.

Efficient Cost Keeping.

By Harrington Emerson.

DAY RATE WAGE PLAN.

The Day Rate or the Day's Work Plan is one of the most generally used; first, because it is the simplest, and second, because it makes a less complicated pay roll.

It applies both to high class labor and to men engaged in more or less routine work and those employed in non-productive labor.

It consists in paying a workman a certain rate a day or an hour; the amount of pay is determined by the market rate of the class of work, and afterwards by the special skill of the workman.

There are objections to this plan, especially where no adequate cost system is used, because there is no incentive to make a workman do his best or to produce to his full capacity. He gets so much a day whether he makes 100 parts or whether he makes 75. If he happens to be faster than his fellow workman and discovers that he is doing more work than they, he asks for a raise; and if he doesn't get it he slows down to the same pace.

In other words the day rate gives the men an opportunity to take it easy, their only incentive is a prod from the foreman when he sees that they are "soldiering." It is all in favor of the workman.

The only way in which a day rate plan can be equalized between employer and employee is by a cost system. Of course the total labor cost can be predetermined on account of the fixed rate paid to the men, but the relation between the rate and the amount of work each man is turning out cannot be exactly known unless some kind of record is kept.

There are some classes of labor where the amount of work is not measurable by quantities, such as engineers, firemen, inspectors, truckmen, watchmen, clerks, etc.

These necessarily must be paid so much a day, but the men who turn out the goods can be measured by the amount of work they do.

Suppose that each man turns in a labor distribution ticket every night, showing how much work he has done during the day, or turns in a separate ticket when he has finished a job. The information thus gathered, if properly used, will show the relative value of workmen.

This is especially true where a certain rate an hour is paid, and there is prospect for an increase of pay with an increased amount of work.

Under these conditions the labor distribution tickets which are turned into the cost department, and which show the time consumed on certain jobs by different workmen, contain data that indicate those who deserve a "raise."

Without an increase of pay in view, the tickets would, in all probability, show a dead level of production on the part of all the workmen and be of no utility except to indicate that some man is wasting an unusual amount of time.

This is money to the manufacturer always, to the employee only when it is made to appear so.

Dr. Frederick W. Taylor says in his book "Shop Management":

"The art of management has been defined 'as knowing exactly what you want men to do, and then seeing that they do it in the best and cheapest way.'

"The principal object of management should be to secure the maximum prosperity for each employee.

"Scientific management has for its very foundation the firm conviction that the true interests of the two are one and the same, 'that prosperity for the employer cannot exist through a long term of years unless it is accompanied by prosperity for the employee, and vice versa.' and that it is possible to give the worker what he most wants—high wages— and the employer what he wants—a low labor cost—for his manufactures."

The men are paid, say, for ten hours a day. If they waste half an hour or an hour of it, the employer pays just the same amount as if the full ten hours had been productive. This increases the cost of his goods.

Labor distribution tickets are made out by the foreman or his clerk, and on them is recorded the time of beginning and finishing a job.

They provide a means of keeping "tab" on the men and finding the exact labor cost.

This is especially true of a factory that is turning out a uniform commodity.

The very fact that each workman has a ticket and knows that the work he is doing will be timed by it in the cost department, makes him put forth more effort.

If he wastes time and escapes the surveillance of his foreman to-day, his ticket will indicate the extra time to complete a job, and show the discrepancy between to-day's work and the work on the same job to-morrow or the next day. Besides, there are other workmen engaged in the same work, with whose expertness he can be compared.

The adding machine plays a most important part in the addition of time and amounts on the labor distribution tickets, not only for getting the labor cost of jobs and checking the pay roll, which will vary with absentees, lates, new men, etc., but for compiling data from which information can be obtained regarding any man's record.

A daily or weekly charge to accounts or to departments, and the earnings of workmen, cost of jobs, etc., can be quickly determined with an adding machine.

In fact the machine makes possible the compilation of valuable statistics within a reasonable length of time, such as would be practically impossible without it.

A still greater advantage of exact statistical information is that it makes the day rate wage plan more equitable to the employer. It shows him whether or not his men are doing their work faithfully.

PIECE-WORK WAGE PLAN.

The Piece-work Wage Plan is based on the principle of paying the employee for the exact amount of work he does.

He gets so much a piece or so much a hundred pieces, and therefore has a chance theoretically, and to a considerable extent in practice, to earn according to his efforts and abilities.

The tendency of workmen to lag when paid by the hour is so universally manifest in all kinds of business that the manufacturer must realize that he is paying too much for his labor when he uses this plan.

In order to remedy this defect in the day rate plan, the piece rate was instituted. No sooner did it go into effect, however, than the rate of production in some factories jumped by leaps and bounds, and men who were formerly employed at $2.50 and $3 a day began to earn wages of $4 and $5.

This fact immediately showed the manufacturer that he had been imposed upon by his workmen while operating under the day rate plan. In order to adjust properly the wages to the class of work being done, he made a cut in the rate for each piece.

The inevitable cut shows the workmen that if they produce too much they will only set for themselves a high speed standard, and still be unable to earn more than a certain maximum amount. So human nature again creeps in, and the men begin to work just hard enough to get the highest wage without going beyond the limit that will mean a cut.

In this way the full advantage of a piece-work rate is considerably modified.

This system also makes it necessary to inspect carefully all parts because of the increased rapidity with which they are made, and the corresponding liability to faulty workmanship. Each workman is held responsible for the parts rejected, and in this way compelled to exercise care in their manufacture.

It requires tact and expert judgment to change from a day rate to a piece rate plan. For days before the change is made, the rate of production of the men engaged in the different classes of work must be quietly studied in order to arrive at a fair price for each piece. Time and motion studies of the workmen must be made, to find out what is the best possible aaverage production per hour. The piece rate should be based on a scientific analysis rather than on past performances, the efficiency of which is not known.

In order for a piece-rate system to be efficient, "all conditions must be standardized, the rates must be based on times carefully, scientifically and impartially determined; there must be a guaranteed rate per hour in case piece rates are for any accidental cause too low."

A scientific system of management is important for the most effective handling of piece-rate workers' time and earnings.

Labor distribution tickets are used the same as with the day rate plan, the time required for making a certain number of parts being recorded.

There must be standards of production and the results secured by the various workmen, as shown by the tickets, must be compared with these standards.

The fact that a certain employee turns out an unusually large number of parts a day means nothing in itself. The efficient manager wants to know how this production compares with his scientifically determined standards for that work.

Some men who could earn $3 a day by applying themselves, are content to earn $1.75 or $2, and ease down on their work accordingly. This is a detriment to the general efficiency of the factory, and must be discouraged.

The cost keeper finds that the adding machine is indispensable for getting the total time and earnings of piece workers on different jobs, without an undue expenditure of clerical time and labor.

After getting the total labor cost of a job or operation, the machine is used for making extensions to determine the burden or indirect expense on that job or operation, and in this respect saves time and money. In addition to the time saved, there is an assurance of accuracy in the listed proof of the work.

Labor is time and time is money in factory economy. Time is one of the most expensive things the average manufacturer pays for, because it involves a cost that, in most cases, is about equal to cost of material and overhead expense combined.

The proper cost system gives an absolute check on the time reports of workmen and foremen, and shows just how each man's time has been expended.

To know where and how we may most efficiently apply the time of our employees to get the best results is the great question of the day.

No adequate answer to this question can be found elsewhere than in a complete and thorough cost system, combined with a knowledge of the theory and application of scientific management.

A man is paid wages in order to produce certain results. These results are more or less well defined just in proportion as each man's work in a factory is defined.

The cost record of a factory is the standard by which the importance, ability and productiveness of the employees is judged in the economy of that factory. Their efficiency is judged by the standards which have been scientifically determined for handling the same operations. The amount of their wages is dependent upon that record.

It is therefore important that the man who works for wages, produce all that the manufacturer can reasonably expect of him, or that the manufacturer has been able to get from anybody else doing that same class of work.

Hence the necessity for a manufacturer to know from actual records the comparative worth of a man, not only for his own protection, but also that he may pay the man all that the work is worth.

The most efficient wage system is the one which insures to every employee a minimum wage, offers an adequate reward to the efficient employee, and furnishes an incentive for greater production to the inefficient or "soldiering" employee.

The Canadian Druggist

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THE BUSINESS OUTLOOK.

NOTWITHSTANDING the terrible war which is in progress in Europe, and in which we, as a portion of the Empire, are taking part, and, as despatches would show, a very prominent part, the volume of business being transacted in Canada is on the whole very satisfactory, considering existing conditions, and in no case is this better exemplified than in the drug business. As the commercial depression which has existed more or less for the past eighteen months has affected all classes of the community, and many merchants have been obliged to submit to the inevitable, consequent to limited capital, multiplicity of their debts and many other causes, yet failures among the drug trade have been, comparatively speaking, very few. Probably the members of our craft, through experience with the speculative spirit in business, realize that it is one that cannot always be safely indulged in, but a more or less conservative policy is the safest one taking it year in and year out.

With regard to the future we are inclined to be decidedly optimistic and see good reason to feel hopeful, not only from the conditions mentioned, but from the bright outlook for the coming season.

Conditions generally in Canada are certainly giving a stimulus to business, partly on account of the war supply contracts which have been, and are still, being placed throughout the Dominion, and of which it is estimated that orders now be ing filled will aggregate in the neighborhood of $150,000,000, and adding to this the orders which will be placed in the near future, the amount will be nearly $250,000,000. This money distributed as it will be all over Canada, cannot fail to have a distinct stimulus on trade.

Then the crop prospects are exceptional, not only that the crops promise well on account of the favorable season, but from the fact that the acreage put in this season will largely exceed that of any previous year, and this means a further increase, and consequent outcome of additional capital. The Government figures show that the total area of wheat alone sown in 1914 was in the neighborhood of 10,300,000 acres, while in 1915 it will be nearly 12,000,000 acres.

With the present price for wheat and the increased acreage, the increase in value cannot but bring in returns greater than any before in the history of the country, and all this money goes to further commerce in every province of the Dominion .

Druggists cannot fail to participate in this increase of capital consequent upon the factors which we have mentioned, and notwithstanding the many things with which they have to contend we believe the outlook is a very bright one for the craft in Canada.

To be sure we have the mail order houses with their ramifications from coast to coast, permeating nearly every town and village; we have the chain of drug stores with the supposed extra facilities for buying, and we have the individual cut rate store, which naturally affects the trade, especially in larger centres, but notwithstanding all these, there is a field for the retail druggist who does business in a business-like way, and who is a competent man, both in the professional and commercial side of his calling, and who is wide-awake to opportunities which present themselves for enlarging and expanding his business.

As far as we can see there is no reason for pessimism nor continued grumbling, as is the habit of some, but a spirit of optimism should prevail as a consequence of the satisfactory conditions of trade.

Price Maintenance.

By W. A. McDermid.

Sales and Advertising Manager of the Gerhard Mennen Chemical Co.

"Price Maintenance" is probably the "livest" economic issue before the country to-day. The almost unanimous support of the principle by the retail merchants of the country, aided by the large group of advertisers among the manufacturers, has now made it also one of the paramount political issues of the day.

"Price Maintenance" is the privilege of the manufacturer to fix the selling price of his goods to consumers. The purpose in making it legal is to prevent "price cutting." Price cutting is selling at a lower price, an article of a *known* standard value. It is, therefore, limited, practically, to advertised, trade-marked goods which have this known value, and which have the widespread demand and good reputation that make them attractive "leaders."

The word "leaders" indicates one of the purposes of price cutting. It infers that these are only a part of a large number of equally good bargains, when nothing is farther from the truth. As it exists to-day, the price-cutting on "leaders" is based on the deception of the buyer, for far from meaning a similar reduction in price on other goods, it really means, in fact it is only possible through, the sale of other goods at exhorbitant profits.

To show what a dangerous weapon in unfair competition price cutting really is, let us consider five classes of retailers and the effect of price cutting on them. The first class is the retailer who maintains price. He is fortunate and he is wise.

In a certain small but prosperous city of about 12,000 inhabitants there are the usual number of stores, all of which are making money. No one is making a fortune, but the city caters to one of the most prosperous agricultural communities in the land, and each gets its share of the country business. There are no price wars; there have been none for years. The well-known products that we all buy are for sale here, and at their normal, fair prices.

There is no agreement about price, but a few experiments showed that a price war merely cost its participants money, for which there was no permanent gain in customers, and no lessening of competition.

The proprietors of these stores are leaders in the community, tax payers, neighbors. They compete in service, attractiveness of stores, window trims, completeness of stock. They belong to the first, and for the purpose of this article, the negligible class of retailers. They have learned that the true competition, which profits everybody, is in service.

Now imagine this community, which, while apparently ideal, is a real one, invaded by the mail-order house, or second-class retailer. As against mail-order competition, our first retailer is on the spot, and as a good business man, he can compete fairly on a basis of service. At any rate, barring unfair price cutting, he need not fear destruction from this source. On the other hand, so far as the mail-order house does give better service than the local retailers can give, it is entitled to prosper. This is an economic law which its bitterest enemy cannot deny. But when it sells "leaders" below the actual wholesale price, it is a menace to the community, because it threatens the existence of useful citizens, and offers benefits which are only apparent or, at the most, temporary.

Comes now our third retailer—the department store—as a class, an old offender in price cutting—to compete with the small merchants. It offers, one bright Monday, morning 50 packages of a well-known article at a very low price—below wholesale. Investigation shows that there are less than two dozen packages in stock (this is no hypothetical case), but the mischief has been done. The effect of this on the customer, on the other retailers' business, and on the distribution and sales of the manufacturer of the article, need not be elaborated on. This is only one of many variations. Even if the goods were actually in stock, and sold, which is frequently the case, the results are the same.

Yet here again—barring the use of the tempting "bargain" as a lure to the unwary to tempt them to buy *unknown* values, or to *infer* similarly low values in all lines—the retailer need not fear. Even the department store has not driven out the small dealer, as was predicted. He has thriven under its shadow. He has given service for which the larger institution is too unwieldly—too large—too highly organized. Give the retailer a fair margin of profit, to which he is entitled, and he can hold his own.

Within the last few years the fourth class, and the most direct competitor of the independent retailer has entered the field—the chain store. Here are combined the financial resources of the department store and much more, merchandizing ability, a purchasing power which permits the chain or syndicate to enter the fields of both jobber and manufacturer, and, above all, the advantages of a small store, efficiently manned by trained managers and salesmen, and with policy and systems devised by master minds.

If this were all the battle would still be not entirely an unequal one, and certainly the law of economies, and the public interest, both demand that the most efficient service shall survive. No sentiment can prevent it from surviving and, of necessity sometimes, crushing the inefficient.

But many chain stores are not content with competition on a service basis, or on a basis of efficiency or real values. A war of extermination starts, with price cutting as the weapon. The rapid growth of such stores shows how powerful is the attack. The independent retailer, no matter how efficient he may be, goes down, *not* before the better business man, but the better merchant, but be-

Every Druggist

who wants to keep his cigar counter right up to date, and make a nice profit on it should stock up on

COLUMBIA
LITTLE CIGARS

They are steady sellers, summer and winter, because they are always the same in quality.

SUPPLIED THROUGH YOUR WHOLESALER

"Silver King" GOLF BALL

OPEN CHAMPIONSHIPS

BRITISH (Muirfield),—1st, Ray; 2nd, Vardon; 3rd, Braid.

FRENCH (La Bonlie).—1st, Gassiat; 2nd Vardon; 3rd, Tellier; 4th, Ray.

ALL PLAYED THROUGHOUT WITH THE

"SILVER KING" BALL

USE IT ALSO AND IMPROVE YOUR GAME

At All Sporting Goods Dealers

"MADE IN CANADA"

DRUGS
W.C. YOUNG
PRESCRIPTION DRUGGIST

MR. DRUGGIST:

Burn your name and location permanently in the memory of the passing public by the use of a

FLEXLUME DAY AND NIGHT ELECTRIC SIGN

There is an individuality about a Flexlume Drug Sign, the mortar and pestle being moulded especially for the use of Druggists.

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Write to-day for Bulletins and special discounts to Druggists.

FEDERAL SIGN SYSTEM (Electric)

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TORONTO, CANADA.

fore the longer purse—the ability to lose money for a longer time. With competition removed, the loss is recouped by the higher prices.

It does not take an alarmist to see visions of a retailing monopoly dominating the field, if it is permitted indefinitely to destroy by price cutting.

There is the fifth retailer—the independent who cuts prices. There are not behind him either the finances nor the far-sighted purpose of the chain store in his campaign. He has picked up an edged tool, and will ultimately cut himself with it. He has everything to lose and nothing to gain, because even could he secure a monopoly, he has not the resources to maintain it. He invites another competitor to attack him, and so on *ad infinitum*.

We have not considered the manufacturer—the actual theft (which the courts will soon come to recognize) of a value in his business by the price cutter, nor the unfair (and some day criminal) use made of his selling efforts in the retailers' behalf.

We have not considered the consumer, baited on one hand by the "bargain" and unusually "trimmed" with the other on an alleged bargain, and destined to be gouged the limit the moment effective competition ceases.

We have not considered the community, suffering from economic losses of failures, bankruptcies and losses of efficient merchants and manufacturers who deserve to succeed.

But we have shown the way to maintain free, decent, economically sound competition, is by removing the strongest weapon of unfair tactics. Make price maintenance legal.

A. J. Greenwood Passes Away.

A. J. Greenwood, of St. Catharines, died suddenly a few days ago. He was St. Catharines' oldest druggist. The late Mr. Greenwood graduated from the Ontario College of Pharmacy in 1877, and has been in the drug business ever since. He leaves a wife, one son and one daughter.

Phm. B.

The following students were successful at the recent examination for the degree of Bachelor of Pharmacy at University of Toronto:— G. L. Agnew, J. H. Anguish, C. G. Butchart, W. H. Davis, I. R. Douglas, J. W. Ford, E. P. Foster, W. R. Freeman, R. E. Garvin, V. W. Graham, G. H. Grant, G. C. Hodgkins, C. W. Holbrook, F. F. Homuth, H. I. Johnston, G. E. Kidd, J. S. Lawson, C. T. Lee, C. H. McAvoy, W. T. Mackenzie, A. F. McKibbin, H. W. Magee, M. R. Nicol, G. Pinder, W. H. Pole, F. W. Powers, E. Rumford, W. C. Seaton, E.A. Simmons, F. E. Snetsinger, O. S. Upshall, E. Vogelman, W. F. Walther, L. G. J. Watson, O. P. Watson, E. T. Weir, A. R. Wilkins, J. W. Wilson, E. L. Wing, D. H. Wray, H. Zilliax.

Service as a Trade Getter.

Price, quality and service are probably the chief factors in trade getting, but not necessarily in the order named. Possibly there was a time when price consideration was the chief factor in the making of a sale, says the furniture Journal. But its importance has diminished of late, and for at least two reasons. In the first place, buyers of merchandise as a rule, are more insistent on quality than they formerly were; and, in the second prices are more nearly alike, not because of any agreement between competitors, but because the price made by one is readily learned and met by another.

Quality is still a large determining factor, but it does not count for as much as formerly; not because the buyers are any less insistent on getting good material, but because there is less difference in qualities than formerly.

With the factors of price and quality rendered less effective, there remains the factor of service, which exercises a greater influence now than ever before—and a number of things are included under the name.

The retailer should put his personality into his business and make friends by a willingness to put himself out for his patrons. Not every dealer is capable of putting the same degree of personality into his business. The man who does it best will get the best results. With the decrease in importance of price and quality as factors in making a sale, the buyer will deal with the man who can give him the best personal service and whose personality is most agreeable to him.

Service is important, all along the line, and the man who is best equipped to give service—personal and otherwise—is the one who makes the best success, whether he be retailer, salesman or manufacturer. Equipment to give service means knowledge of the particular line and allied lines, ability to deliver the goods, acceptable personality. No man can give full service without intimate knowledge of his business. He must be able to not only tell what, but why. If he makes a statement he must be able to back it up with the proof. In proportion as he is able to give service will he be rewarded with business

Recent Incorporations.

The British Souvenir Spoon Co., Ltd., of Toronto, has been incorporated in Ontario. The capital stock is $25,000.

The Canadian Toy & Novelty Co., Ltd., of Toronto, has been incorporated, with a capital stock of $40,000. The directors are Charles, Norman, and Charles John Churcher.

The United Cigar Stores, Ltd., has been incorporated at Ottawa. The capital stock of the company is three million eight hundred thousand dollars.

The Aetna Chemical Co., Ltd., of Montreal, has been incorporated with a capital stock of one million eight hundred thousand dollars. This firm will deal principally in explosives.

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904

Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD,

LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

PHARMACEUTICAL SECOND TO NONE **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES

SCALE PREPARATIONS BISMUTH SALTS ETHERS

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ESSENCES SICCATIVES ACIDS COLLODIONS

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Wellington Knife Polish—Prepared for Oakey's Patent Rubber Knife Boards and all Patent Knife Cleaning Machines. In Canisters.

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Wellington Black Lead — The best for polishing Stoves, Grates and Ironwork, without waste, dirt or dust.

Furniture Cream—For cleaning and polishing Furniture, Patent Leather, Oilcloth, etc. Glass and Stone Bottles.

Brunswick Black—For beautifying and preserving Stoves and all kinds of Ironwork. In Bottles.

Silversmith's Soap — (Non-Mercurial) for cleaning and polishing Silver, Electro-Plate, Plate Glass, Marble, etc. In Tablets.

Sold everywhere by Ironmongers, Grocers, Druggists, Oilmen, Etc.

John Oakey & Sons, Limited

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

WELLINGTON MILLS, - LONDON, ENGLAND

A Satisfied Customer is the Druggist's Best Advertisement

The Marvel Whirling Spray Syringe

Gold Medal Awarded---Paris, 1902
By the Societe d'Hygiene of France

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

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You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

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All Jobbers Sell it

Druggists From all Parts of United States to Invade Exposition by the Thousands In August.

One of the most important celebrations in the history of the Panama-Pacific International Exposition at San Francisco will begin on August 6, and continue until August 14, the dates selected for the great gathering of drug men from all over the United States. An exhaustive program is already being arranged, the outlines of which have just been completed. There are 30,000 druggists in the United States, and these men have thousands of associates, who are equally interested in the plans for the big celebration at the Exposition.

Plans for the entertainment of the thousands of druggists who will visit the Exposition in August are being handled by the Allied Drug Interests in California, a body organized especially for the entertainment of visiting druggists in August, when the American Pharmaceutical Assocn. and the California Pharmaceutical Association meet in San Francisco. So great is the attendance of druggists and their families and associates expected to be during the days set aside for their entertainment at the Exposition that the local committee, which includes some of the most prominent California druggists, has found it necessary to open offices in the Claus Spreckels Building, where arrangements for the big celebration are being completed. Prof. F. T. Green, of San Francisco ; D. R. Rees, of San Francisco ; E. G. Binz, of Los Angeles, and K. B. Bowerman, of San Francisco, are at the head of a committee of nearly one hundred members of the Association who are planning the receptions to be held. Rees is the local representative of the "Stirring Rod," a widely circulated magazine of interest to druggists and their associates, and through the medium of this paper, members throughout the country are being advised of the big celebration being planned in their honor at the Exposition.

The tentative plans for the entertainment of the thousands of visiting druggists who will arrive during the latter part of July and the first days of August include a monster reception and ball on Monday, August 9, a banquet on the evening of August 10 and a ball in the California Building on the night of August 11. A card party for the ladies of the party will be held at the St. Francis Hotel on Thursday, August 12, while Friday, August 13, will be given over to sightseeing tours, luncheons, a banquet at Old Faithful Inn at the Exposition, and organ recitals in Festival Hall.

"What's your name, boy?"

"George Washington Johnston, but da calls me 'Billiard Ball.'"

"How is that?"

"Case I moves much faster when I's hit with 'a tip.'"

There isn't much use in telling a girl you would die for her unless you carry a pretty heavy life insurance.

B. C. Pharmaceutical Association.

REPORT OF BOARD OF EXAMINERS.

The following is the report of the Examiners which will be submitted to the Council at its next meeting for approval:

We, your Board of Examiners beg to recommend registration as follows:

As certified Apprentices—Charles Harold Andres, Wilbur Gordon Smith, Wilfrid Brick Fawcett, Fred J. Hillhouse, Judson B. Warner, Laurence Bell, Edgar H. Lyle, Russell L. Solloway, Leonard F. Tepoorten, John E. Booker, Arthur W. Barr, Hugh S. Cunningham.

With Latin qualification papers to come:—Hubert Douglas Wallis.

With full qualification papers to come:—Pomeroy Pitzer; John Alexander McKay, William Saxton, Bessie Beattie.

As Certified Clerks—H. H. Jones, A. V. Johnstone.

MAJOR EXAMINATION.

Passed (in order of merit)—H. H. Jones, Vancouver; C. W. Bradshaw-Cochrane, Vancouver; R. Dubeau, Victoria; A. W. Scott, Vancouver; L. G. Couzens, Vancouver.

Passed now and on previous occasions—E. F. Lesage, Vancouver; David Dick, Vancouver; F. W. Steacy, Vancouver; J. T. Crawford, Vancouver.

Starred in subjects—Hartley Battson, New Westminster, Pharmacy; Earl Harcus, Vancouver, Materia Medica; R. A. Royston, Duncans, Botany; H. C. Betts, Vancouver, Chemistry and Materia Medica; B. A. Emory, Victoria, Chemistry; J. F. Harling, Kamloops, Prescriptions and Botany; Walter Jaynes, Kelowna, Prescriptions and Botany; J.H. Lemmax, Victoria, Chemistry and Botany; C. C. Miner, Vancouver, Materia Medica and Botany; Hugh Polonis, Vancouver, Materia Medica and Botany; J. F. Smith, Vancouver, Chemistry and Botany; A. J. Teiffel, Vancouver, Materia Medica and Botany.

MINOR EXAMINATIONS.

Passed in order of merit—N. G. Watson, Armstrong; J. G. Walker, Vancouver; E. H. Lyle, Vancouver; L. H. Mawhinney, New Westminster; F. B. Walker, Kamloops; Robert Barton, Vancouver; H. R. Goose, Victoria.

Passed now and on previous occasions—Ormond McDonald, Victoria.

Starred in subjects—A. G. Caswell, Victoria.

"And you wouldn't begin a journey on Friday?"

"Not I."

"I cannot understand how you can have faith in such a silly superstition."

"No superstition about it. Saturday's my pay day."

Every Business Executive

interested in the business press of his field should attend the 1915 Convention of the Associated Advertising Clubs of the World at Chicago, June 20th to 24th

This is not a convention for advertising managers only. It will particularly benefit those who are up to their elbows in business administration and who control the buying of advertising and printing, the direction of the sales force, the costs of manufacturing.

Presidents, General Managers, Sales Managers, all should be and many will be there.

Join them. Visit the representative American city. Get the ideas of the big men in business. Listen to the addresses on business topics by distinguished men ; President Woodrow Wilson, William Jennings Bryan, Arthur Brisbane, Henry Watterson, John H. Fahey and others. Participate in the departmental sessions and discussions nearest your business.

And don't forget to bring the ladies along— a special committee of the Chicago ladies will see that they are entertained royally.

For further information, Programme, Rates, etc., address Convention Bureau, Advertising Building, Chicago, Ill.

THE CANADIAN DRUGGIST

Dineen Building **TORONTO.**

Semi-Annual Examinations of the British Columbia Pharm. Asso.

Held April 7 and 8, 1915

MAJOR EXAMINATIONS.

MAJOR DISPENSING.

Examiner, —John Cochrane, Esq.
Time allowed—Two hours.
Note—Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and despatch will be rated.

1. Jas. McGuire.

℞ Plumbi Acet.
Camphor.....aa gr. x
Ext. Bellad .....gr. v.
Adips .....q.s. ad ℥i
M. Ft. Ung. Cujus paululum indies applic.
D. B. G.—M.D.

2. Miss Hewartson

℞ Ol. Terebinth .....℥iv
Ol. Amygdal. Dule .....℥i
Syrupi.....℥i
P. Acaciae .....q.s.
Aquae .....q.s. ad ℥vi
Misc. Cap. coch. mod. omn. tert. hor.
H. C. M.,—M. D.

3. B. M. Turner.

Ferri Sulph. Exsic .....
Quin. Sulph. .....aa gr. i
Ext. Nuc. Vomic .....gr. ¼
Pil. Rhei Co. .....gr. iiss
Ft. pil. i. Mitte decem.
Sig. Pil. una post prand. et post coenam sumend.
A.T.S.—M.D.

4. Wm. McPherson.

℞ Acid. Tannic .....
P. Opii. .....aa gr. i
Camphorae .....gr. ss
Ol. Theobromatae .....q.s.
Ft. Suppos. i. Mitte sex.
Sig. Unum hor. decub. dieb. alt. utend.
F.C.G.—M.D.

5. Miss M. Keith.

℞ Pepsin (Scale) .....℥ss
Sod. Bicarb .....℥i
Menthol .....gr. ii
Bismuth Carb. .....℈ii
M. et in pulv. decem divid. quorum unum ut necesse sit sumat.
W.F.M.—M.D.

MAJOR PRESCRIPTIONS.

Examiner—John Cochrane, Esq.
Time allowed— Two hours.

1. How would you prepare:—

(a) ℞ Ol. Morrhuae .....℥vi
Vitelli Ovi .....No. I
P. Tragac .....gr. x
Spt. Chlorof .....℥iii
Ol. Cinnam ..... min. xii
Aq. Destill ..... q.s. ad ℥xii

(b) ℞ Saponis Animal .....℥ii
Potass. Iodid.....℥iss
Glycerini .....℥i
Ol. Limonis .....℥i
Aq. Destill .....℥x

2. Extend into full Latin and give English translations of:—

℞ P. Jalap .....℥i
Scammon .....℈i
Hydrarg. Subchlor.....gr. xv
Syr. Simp. q.s. ut ft. mas. in pil. xx divid. e quibus capiant ii ad alvum officii immemorem excitand.

3. State the different kinds of "Incompatibility." Does incompatibility always prove an injury to a mixture or defeat the object sought? If not, give examples.

4. (a) Transpose prescription (b), in question 1, into the metric system of weights and measures, giving the exact equivalents of the quantities there specified.

(b) Upon receiving the following prescription to be dispensed you find that you have Argyrol only in an aqueous 20 per cent stock solution. How much of this solution would you use in dispensing this prescription? Show work.

℞ Argyrol .....℥iv
Aq. Destill.....q.s. ad. ℥viii

5. (a) Extend into full Latin and give English translation of:— Manipulus; Nox; Consicus; Pugillus; Dimid.; Quor.; Scatula.; O. M.; Altern. horis; C. V.

(b) Give Latin translation for:—Very early in the morning; Behind the ear; According to Art; An hour and a half; Let it be given.

6. Give the regulations of the Provincial Habit-Forming Drugs Act governing the sale, by retail pharmacists, of Cocaine; Morphine and Heroin.

7. Give the B. P. dose of:—Tinct. Aconite; Ferri Arsenas; Ext. Canab. Ind.; Ext. Nuc. Vom. Liq.; Butyl-Chloral-Hydras; Acid Benzoic; Amyl Nitrite; Ammon. Bromid.; Zinc Valerianate.
By subcutaneous injection of:—
Inj. Ergot. Hypoderm.

8, 9, 10. Oral Examination.

MAJOR BOTANY.

Examiner—F. C. Stearman, Phm. B.
Time allowed—Two hours.

1. Name the most important soluble salts absorbed by plants and state how those plants are absorbed. Make comparisons between animal and plant life.

2. (a) Describe what is meant by the term Vernation. Make drawings and define three of the most important forms.

(b) Phyllotaxy:— To what is this term applied and name the most important divisions of this order.

3. Describe briefly the following:—Heterophyllous Plants; Scorpoid Branching; Primary stem; Scape; Aggregate Fruit; Heteromerous Flower; Codex; Spathe; Stomata.

4. Describe briefly the manner of fertilization of an ovule. Make drawings of each particular development to explain work.

5. Describe the Venation of Leaves in Monocotyledonous and Dicotyledonous plants, making drawings to explain work.

6. Describe the process of reproduction of Puccinia Graminis.

7. (a) Of what variety of plants is the Compositae Family principally composed and name three official B. P. drugs under this head, with plant names of each.

(b) Describe the flower of the Rocaceae Family.

8. What is Inflorescence Describe briefly the divisions of Botryose or Indefinite Inflorescence and make drawings of each form to explain work.

When a Druggist Sees a Tin of

Glaxo

"THE FOOD THAT BUILDS BONNIE BABIES"

He Thinks of Protected Prices and "A Square Deal"

Retail Prices: 40c, 80c and $2.00 per Tin

To back up a selling plan, which has as its object the protection of a legitimate profit for every retail druggist in Canada, Glaxo has the high quality necessary to gain and maintain the recognition of the public.

"The Food that **Builds Bonnie Babies**" will make friends of your customers.

"Each Satisfied Customer Is an Added Stone in the Building of the Wall of Success."

Order Glaxo from your regular wholesale supply house

Glaxo

418 Dominion Bank Bldg
TORONTO

NOTICE!

Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

also Kut Kure, Liquid Court Plaster

Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

The Arlington Co. of Canada, Ltd.
58 Fraser Ave. Toronto, Ont.

DOLORANT

Trade Mark Registered
TABLETS
"NATIONAL"

ANTIPYRETIC and FEBRIFUGE

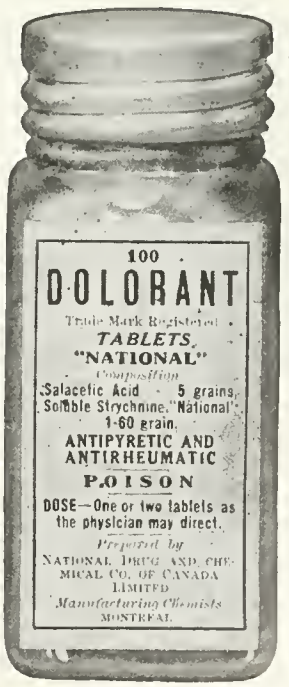
We take pleasure in drawing the attention of the Medical Profession to **"NATIONAL DOLORANT TABLETS."** These tablets are composed of **SALACETIC ACID** and our new **SOLUBLE STRYCHNINE.**

Salacetic Acid, as is well known, is made by the action of Acetyl Chloride on Salicylic Acid, and has been extensively prescribed under the names of **"ACETYL-SALICYLIC ACID," "SALICYL-ACETIC ACID"** and **"ASPIRIN."**

Many physicians of late have prescribed **STRYCHNINE** in combination with **ASPIRIN** for the sake of its stimulating effect, but the ordinary Salts of Strychnine do not act simultaneously with the Antipyretic, and do not lend themselves to the correction of the gastric troubles following the use of **ASPIRIN.**

Professor Alex. B. J. Moore, Dean of the Montreal College of Pharmacy and head of our Central Laboratories at Montreal, has produced an almost tasteless **SALT OF STRYCHNINE,** which is one hundred and twenty times more soluble than the alkaloid itself. It produces in the same dose the Strychnine characteristic effects upon the heart and the central nervous system.

The use of this agent in combination with **ASPIRIN** represented in **"NATIONAL DOLORANT TABLETS"** produces the desired combined effect, and allays to a remarkable extent the gastric disturbances following the use of a combination containing a less soluble Salt of Strychnine



Free Sample Supplied to Physicians on Application.

PUT UP IN BOTTLE OF 100 TABLETS.

NATIONAL DRUG & CHEMICAL CO. of Canada, Limited

Central Pharmaceutical Laboratories, MONTREAL.

THE NEW TORONTO OFFICE AND WAREHOUSE.

The New Home of Nadruco, Toronto.

The Toronto branch of the National Drug and Chemical Company is now comfortably located in its new home at the corner of Richmond and Duncan streets, occupying three floors in the new Henry Building, a cut of which appears in this issue of the Canadian Druggist.

Each floor has an area of 10,000 square feet, and the arrangement and equipment are all made with a view to efficient service to the patrons of the company. As will be noticed from the cut, the building is bright and airy, situated in a growing wholesale section, convenient to visiting dealers, and also within easy distance of the new Na-Dru-Co. factory at Phoebe Street.

Before going into a description of the new premises it will perhaps be interesting to our readers to learn a little of the growth of the Toronto branch of the National Drug Company.

In 1909 they began the manufacture of Na-Dru-Co goods on the top floor of their old premises on Wellington street, which at that time was quite large enough to take care of both the manufacturing and wholesale end of their business; but on account of the rapid increase in both these departments it was found necessary to acquire 12,000 square feet additional, in the adjacent Foy Building. This sufficed for a time, but the increase in business soon made new and larger premises necessary.

Accordingly the new factory building for the manufacture of the Na-Dru-Co goods was erected on Phoebe Street, at a cost of $120,000. It consists of five storeys and basement, each 60 x 144 feet. It is built of steel and concrete, and is bright, airy and sanitary. This factory building was opened in February last year, under the management of Mr. J. M. Dickson. It was the intention of the company to erect a building on the adjoining lot for the wholesale end of the business, but the outbreak of the war induced the management to forego its erection for the time being; meanwhile, having sold the premises on Wellington street, it was necessary to acquire a new home for the wholesale end, with the result that the present excellent premises were selected and fitted out.

Entering the main floor of the new building on Richmond and Duncan Streets, you will find the offices conveniently and compactly arranged. They are divided off from the stock room and shipping department, but allow a view of the whole floor. On this floor is kept the stock of the Patent Medicines, Sundries and Toilet goods. The shelving is a special feature, and it extends from the floor to the ceiling, and is so systematically arranged in rows as to use the minimum amount of floor space for the accommodation of the maximum amount of goods. The shelves are all indexed, indicating the exact location of the goods. They are also put up in such a way that they can be taken down or removed with little loss of time and no waste of lumber. Instead of having counters in the aisles, they are fitted into the shelves, thus leaving the aisles free.

NEW TORONTO OFFICE.

What's good for a Boil?

Being a good neighbor, with an eye to business, also, the Drug Man promptly replied:—

Antiphlogistine
TRADE MARK

spread on thick and as hot as you can bear it; then cover with absorbent cotton—repeat as needed. Result:—Pleased, benefitted customer, and **TWO** sales — Antiphlogistine and pkg. Cotton.

"There's only ONE Antiphlogistine"

THE DENVER CHEMICAL MFG. CO.
107 LAGAUCHETIERRE ST., MONTREAL

PEROXIDE FACIAL SOAP

Unquestionably the best antiseptic soap on the market today. It contains the best known antiseptics to the Scientific World. Unexcelled for skin diseases and eruptions of all kinds.

A free booklet given with each cake of soap, dealing with the care of the complexion, hair, etc. Packed in individual cartons and 1 dozen in a large display carton. Half gross of samples given free with each gross of soap and a handsome window display.

Special price for quantities

Write for particulars.

Dominion Soap Co., Hamilton, Ont.

No up-to-date Druggist can afford to be without this Soap.

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
Mustard Plaisters
Corn Plaister, Arnicated
Court Plaister, Perforated
} Equal to any in the Trade

Price List and Samples sent on application to

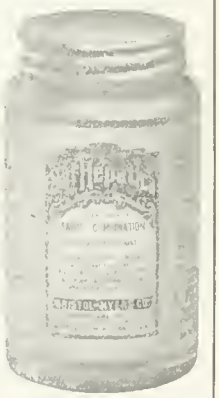
London Export Agents:

Mace & Haldane, Ltd.
94 Milton St., London, E.C.

Agent for Canada:

Thomas Gibbard
30 St. Francois Xavier St., Montreal

SAL HEPATICA



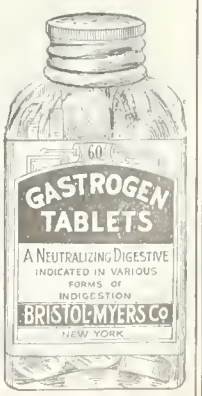
Small	size, per doz.,	$2.85
Medium	" "	5.70
Large	" "	11.40

GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small $ 5.70
Per dozen in 500's 34.00

$20.00 lots less 5 p.c. trade disc't
50.00 lots less 10 p.c. trade disc't
Terms, 5 p.c. 30 days.
Through Jobbers.



BRISTOL-MYERS CO.

Brooklyn New York

Canadian Agents
The LYMAN BROS & CO. Limited, Toronto
LYMANS, LIMITED, Montreal

★ Formulary Gathered From Various Sources ★

ARM PIT DEODIZER.

Talcum	8 ounces
Starch	2 ounces
Oil of eucalyptus	½ dram
Thymol	10 grains
Salicylic acid	60 grains

Mix the oil, acid and thymol intimately, add the talcum gradually and in divided portions, mixing well after each addition, then incorporate the starch, mix and sift.

A remedy in paste form that has been recommended consists of carbolic acid, 30 grains; burnt alum, 2 drams; talcum, 2 drams; orris root, 1 ounce; cornstarch, 10 ounces; violet extract, 2 fl. drams; glycerin, enough to make a paste.

ROLLING CREAM.

Stearic acid	4 ounces
Glycerin	4 ounces
Water	16 ounces
Potassium carbonate	1 dram
Boric acid	½ ounce
Casein soluble	1 ounce
Powdered tragacanth	15 grains
China clay	3 ounces
Carmine solution	q.s.
Perfume	q.s.

This is used as a massage cream.

REMEDIES FOR BLACKHEADS.

1.	Potassium carbonate	3 dr.
	Distilled water	3½ fl. dr.
	Oil cinnamon	2 drops
	Oil Rose	1 drop
2.	Thymol	10 grn.
	Boric acid	120 grn.
	Extract witchhazel	1 fl. oz
	Rose water	4 fl. oz.
	Alcohol	1 fl. oz.
3.	Ammonium carbonate	20 grn.
	Ether	1 fl. oz.
	Water to make	2 fl. oz.

The selected lotion is applied two or three times a day with a piece of soft linen.

4.	Acetic acid	1 part
	Hydrogen peroxide	8 parts
	Petrolatum	8 parts
	Adeps Lanae	8 parts

Essence vanilla, sufficient to perfume.

5.	Ichthyol	500 parts
	Pea flour	100 parts
	Distilled water	100 parts
	Adeps Lanae	100 parts
	Expressed oil of almond	100 parts
	Mercuric chloride	1 part

Apply at night.

Dr. Hucss recommends the following:

6.	Ichthyol	1 part
	Zinc oxide	2 parts
	Wheat starch	2 parts
	Lard	4 parts

Apply evenings after expressing the pustules.

7.	Sulphur	1 drachm
	Glycerin	1 drachm
	Cold cream	1 ounce

To be applied freely every night, short of causing pain and inflammation.

Dermatologists recommend washing the parts every night and morning with very hot water, afterwards applying friction with a rough towel, unless the blackheads be associated with pimples and blemishes.

PEROXIDE CREAM.

Stearic acid	3	oz.
Sodium carbonate	2½	dr.
Anhydrous wool-fat	4	dr.
Glycerin	3	oz.
Borax	1	dr.
Solution hydrogen peroxide	4	dr.
Water	16	oz.
Perfume	q.s.	

The hydrogen peroxide is added when the mass is setting.

FLOOR WAXES.

Bees wax cut in small pieces, one pound.

Turpentine, three pints.

Dissolve the wax in the turpentine with occasional stirring, if necessary. Apply with rags. If this mixture is slow in drying, one part of Japan drier may be added to each six parts of turpentine.

2.	Linseed oil	100 parts
	Litharge	10 parts
	Best yellow wax	75 parts
	Tallow	7 parts
	Molasses	90 parts
	Lamp black	50 parts
	Oil turpentine	140 parts
	Alcohol	17 parts
	Shellac	2½ parts
	Aniline violet	1 part

Boil the litharge for one hour with the linseed oil; add the melted wax, tallow and molasses. Heat on water bath to 230 degrees F. until water is evaporated, then add coloring matter.

3.	Stearin	100 parts
	Yellow wax	25 parts
	Potassium hydroxide	60 parts
	Soap	10 parts
	Water sufficient.	

Melt all together until smooth mixture results.

4.	Talcum powder	16 ounces
	Paraffine	8 ounces
	Spermaceti	8 ounces

After finely shaving the paraffine and spermaceti, mix all the ingredients and sift.

5.	Boric acid	1 pound
	Turpineol	½ ounce

This may be perfumed if desired.

6.	Hard paraffine	1 pound
	Powd. Boric Acid	7 pounds
	Oil Lavender	1 dram
	Oil Neroli	20 minims

Melt the paraffine, add boric acid and oils; mix and sift through 1-16 mesh sieve.

TO PRESERVE FURS.

Carbolic acid	6 fl. dr.
Oil of clove	3 fl. dr.
Oil of mibane	3 fl. dr.
Oil of lemon	30 m.
Alcohol to make	32 fl. oz.

Mix and dissolve.

The articles are moderately sprinkled with the fluid.

DUCHESS VIOLET COLD CREAM

NOTHING FINER MADE

THE TORONTO PHARMACAL CO., Limited

TORONTO **MONTREAL** **WINNIPEG**

AN ADVERTISEMENT IN

The Canadian Druggist

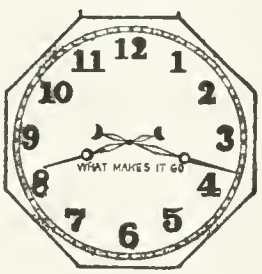
BRINGS RESULTS

A BIG WINDOW ATTRACTION

that will attract people to your store like moths to a flame—will turn passers-by into customers and will make your bank account grow.

THE MYSTERIOUS CLOCK

Is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickel, and across the face of the dial is painted the slogan "what makes it go." Nothing else is visible to the eye.



Be the First in Your Town to Get this Attraction

STAUBER DRUG COMPANY

PRESCRIPTION DRUGGISTS

1722 St. Joseph Ave.

ST JOSEPH, Mo, Nov. 21, 1914

World Wide Advertising Co., 1330 Consumers Bldg. Chicago, Ills.

Gentlemen:

Kindly send us a more liberal supply of the scientific explanations of this "scientific marvel" for such the wayfaring men and women vaioly regard it.

As a window attraction it is right up to the scratch, and as an argument producer it is better than war or politics.

Yours sincerely,
STAUBER DRUG CO.

H. ADRIAN L. FERGUSON

Drugs, Sundries, Imported Cameras and Supplies

122 W. MAIN STREET

UNION PHONE 740 *OWOSSO, Mich.*, June 5, 1915

TO WHOM IT MAY CONCERN

The World Wide Advertising Company sold one of these clocks a week ago and I put it in my window and it has been the talk of the city and community and has brought hundreds of people in my store asking what makes it go. It is the cheapest advertising I have found yet, as people stop and look at the clock in the window who never read a newspaper and it sells whatever you have in the window. I would recommend one of these clocks to anyone who wants to advertise, as it is the cheapest and best advertising out.

(Signed) H. ADRIAN L. FERGUSON.

CLAY'S PRESCRIPTION DRUG STORE

BUTLER, Mo., Dec. 15, 1914

World Wide Advertising Co., Chicago, Ill.

Gentlemen;

Accept my heartiest thanks for your letter and specific instructions, with their aid the clock started right off and although the thermometer was below zero most of the time since it started it has always had a good crowd in front of it.

I regard it as a most attractive window piece. Where can I get a supply of the little folders "What makes it go." The answer.

Wishing you the compliments of the season, I am

Very respecty,
FRANK T. CLAY.

EVERYONE WILL TALK ABOUT IT. **YOUR NEWSPAPER WILL WRITE IT UP.**

The St. Johns Remedy Co., of Chicago say:

We have had the clock running 3 months and if the crowds increase in proportion we will have to have a Special Policeman to keep the people moving. You would die laughing to stand out in the crowd and hear the arguments and discussions about what makes it go Sometimes they almost fight in asserting their knowledge.

NO CLOCK WORKS
NO ELECTRICITY
NO MERCURY

REQUIRES NO ATTENTION FROM WEEK TO WEEK
What makes it go?
A Postal Card to our office will bring full particulars to you

NO MAGNETS
NO AIR CONTROL
WHAT?

WORLD WIDE ADVERTISING CO., **1330 Consumers Building, Chicago, Illinois**

One sprinkling will suffice for the summer, provided they are stored in closed boxes or closets, but goods in storerooms will require to be sprinkled twice.

LINOLEUM POLISH.

1.	White ceresine	1	ounce
	Hard paraffin	2	ounces
	Oil of turpentine	4	ounces
	Benzine	1	ounce
2.	Yellow ceresine	4	ounces
	Hard paraffin	2½	ounces
	Boiled linseed oil	1½	ounces
	Oil of turpentine	16	ounces
	Oil-soluble cerotin orange	½	drachm

PETROLEUM OIL—COLORED AND FLAVORED.

This substance may be, with a little ingenuity, manipulated so as to produce a preparation that will command a large sale ; and incidentally a very profitable one.

Petroleum Oil, or Paraffine Oil, is known commercially as "White Russian Mineral Oil." It has sprung recently into professional and public favor as a laxative, replacing to some extent the more nauseating Castor Oil. Almost all the pharmaceutical houses bottle it under fancy names.

It might be advantageous to mention to your neighbor this medicine, colored or colored and flavored, and offering samples if necessary.

Petroleum Oil may be colored with alkanet root (anchusa tinctoria), the coloring matter of this root (alkannin) being soluble in oleaginous substances, and flavored with cinnamon oil. The method of coloring is to tie a small quantity of the slightly bruised roots in a cheese cloth bag, which is suspended in the oil. The bag may be tied to a stirring rod or stick, which is placed across the top of the vessel. The oil is warmed slightly and continued until the desired color is obtained. If flavor is desired, add after cooling.—*Midland Druggist.*

DECOLORIZED TR. IODINE.

This preparation is made by dissolving iodine in alcohol, and adding ammonia water. The iodine color disappears from the solution, a dark colored precipitate being thrown down, which is found to be iodide of nitrogen. After standing a day or two, the brown precipitate disappears, and after two or three weeks of standing in the sunlight and in a warm place.the solution fades to yellow, due to iodoform. About half of the iodine is changed at once into ammonium iodide. Hydrolysis of the nitrogen iodide produced ammonium hypoiodite in small amount, which later seems to oxidize some of the alcohol. The finished tincture contains ammonium iodide with an excess of ammonia, about 0.1 per cent. of iodoform, and traces of acetaldehyde, ammonium iodate, and hydroxylamine.

SOAP FOR CLEANING SILVER.

Cocoanut oil	80 parts
Soda or potash lye, 380 B.	40 parts
English red	10 parts
Water	10 parts
Ammonium chloride	1 part

Heat the oil and lye together until saponification takes place ; mix the coloring matter, water and sal ammoniac together and stir it into the soap mixture. Let the whole come to a boil, then remove from fire.

SILVER POLISH.

Magnesium carbonate	1 oz.
Prepared chalk	1 oz.
Fuller's earth	½ oz.
Dextrin	30 grs.
Water, enough to make a paste.	

Put in tin boxes and allow to dry. To use, moisten a cloth with ammonia and water and rub on the cake of polish ; then apply to the article to be polished.

STRAW HAT CLEANERS.

These are now usually put up in the form of powder contained in little envelopes. This powder is frequently oxalic or tartaric acid ; the latter is to be preferred on account of its non-poisonous character. One dram is to be put up in each package. Other powdery mixtures for the same purpose are the following :

Powders

1.	Solution Bisulphite	5	ozs.
	Tartaric Acid	1	oz.
	Borax	½	oz.

Mix and put up in packages of half an ounce each. The directions for use are to moisten a small quantity of the powder with water and apply this with a wetter tooth brush to the hat.

2. Potassium oxalate or a mixture of equal parts of potassium bitartrate and oxalic acid may be used for this purpose.

3. Sodium perborate is also an excellent hat bleach and cleaner. In using, add about a teaspoonful to two ounces of warm water, sponge the hat with this liquid, rubbing in thoroughly, then wipe off with a sponge that has been dipped in the solution and then squeezed out. Then apply a weak solution of oxalic acid or tartaric acid, which is to be allowed to remain for a short time, when it is to be washed off and the hat allowed to dry.

NON-INFLAMMABLE CLOTHES CLEANER.

Rosin soap	1 lb.
Common white soap	1 lb.
Potassium hydroxide	3 ozs.
Alcohol,	8 fl. oz.
Carbon tetrachloride,	5 pts.
Water	q.s.

Melt the soaps together on a water bath, adding to them a little water from time to time as required. Dissolve the potassium hydroxide in the alcohol, add to this the liquid in the soap mass, beating the whole with an egg solution 1½ pints of carbon tetrachloride, and incorporate beater. Transfer the pasty mass to a suitable bottle, add the rest of the carbon tetrachloride and mix the whole by agitation. The compound should at once be transferred to wide-mouthed bottles of the size desired for the market and those immediately corked tightly.

Sometimes a portion of the carbon tetrachloride separates from the "cream" on standing, but it can be recorporated quite easily by shaking before using.

PENCILS FOR REMOVING GREASE SPOTS.

Oxgall	16 parts
Powdered borax	8 parts
Magnesia	20 parts
Soap powder	56 parts

Rub well together, and then add sufficient green soap

"The Rembrandt"

Druggists' Sundries

Everything that a
Druggist Requires

Graduated Measures of Every Description. Syringes and every class of Blown Glassware. Menthols, Feeding Bottles, Corn and Bunion Plasters, Clinicals, Bandages. Packed goods of all kinds stocked.

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A proteid tonic Food prepared in England.

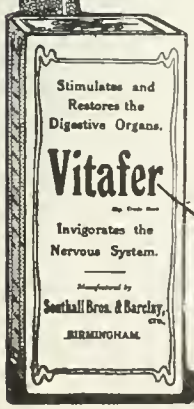
Composition.—The entire protein constituents of Milk (Casein and Lactalbumen) combined with—

Calcium Glycerophosphate	...	2·2 per cent.
Magnesium Glycerophosphate	...	2·2 „ „
Sodium Glycerophosphate	...	1·1 „ „

VITAFER—A source of Phosphorus capable of easy assimilation.

Phosphorus in the forms best adapted for the function of—
Nerve Nutrition.
Bone Formation. Replacement of Tissue Phosphorus.

VITAFER is non-constipating.



SOLD IN TINS.	Nominal Capacity. 2 oz.	4 oz.	8 oz.	16 oz.
Trade Prices	$3.50	$5.75	$9.50	$16.00 per doz.
Retail „	50c.	75c.	$1.25	$2.00 per tin.

Sole Manufacturers:—
SOUTHALL BROTHERS & BARCLAY, Ltd.,
BIRMINGHAM, ENGLAND.

Supplied by the Wholesale Drug Trade Throughout Canada.

Kohler's Cocoa

Delicious, Nourishing,
and Easily Digested.

THE LATEST! THE BEST!

Obtainable from all Chemists and Stores in 2-oz., ¼-lb., ½-lb., and 1-lb. Tins.

to make into a stiff paste. Roll out into pencils of a convenient size and set aside to dry. In use the end of the pencil is dipped slightly into water and applied to the spot. After rubbing it in wipe off with a moist sponge.

ACID STAINS ON MARBLE FOUNTAINS.

The following preparation is said to be efficient for removing stains from marble:

Sodium carbonate	2 ounces
Levigated pumice	1 ounce
Finely powdered chalk	1 ounce

Mix and pass through a fine sieve; make a thin paste of this with water, and rub it well over the spot on the marble, allow to stand for some time and then wash with soap and water.

1.	Linseed oil, raw	fl. oz. 3
	Alcohol, denatured	fl. oz. 8
	Diluted acetic acid	fl. oz. 8
	Oil of turpentine	fl. oz. 8
	Solution of antimony chloride	fl. oz. 2
2.	Linseed oil, raw	fl. oz. 40
	Diluted acetic acid	fl. oz. 5
	Alcohol, denatured	fl. oz. 4
	Solution of antimony chloride	fl. oz. 2
	Ammonium chloride	av. oz. 1
	Spirit of camphor	fl. oz. 1

Add first the antimony solution, then the spirit of camphor and acid, and lastly the ammonium chloride and the oil, and shake well after each addition.

3.	Alcohol, denatured	fl. oz. 10
	Linseed oil, raw	fl. oz. 10
	Sandarac	dr. 2
	Diluted acteic acid	fl. oz. 5
	Nitric acid	fl. dr. 4

Dissolve the sandarac in the alcohol and add the other ingredients.

4.	Alcohol	fl. oz. 1
	Acetic acid 36 p.c.	fl. oz. 2
	Oil of turpentine	fl. oz. 4
	Linseed oil, boiled	fl. oz. 8

Wood or denatured alcohol may be used in place of ordinary alcohol.

FURNITURE POLISH.

5. The following is adapted for new wood:

Gum Sandarach	1 ounce
Boiled Linseed oil	1 pint

Heat together for one hour until thoroughly combined, and when nearly cold add one-quarter ounce Venice turpentine and thin to the proper consistency with turpentine.

Apply to the furniture and rub daily, only occasionally adding new polish.

FURNITURE CREAM.

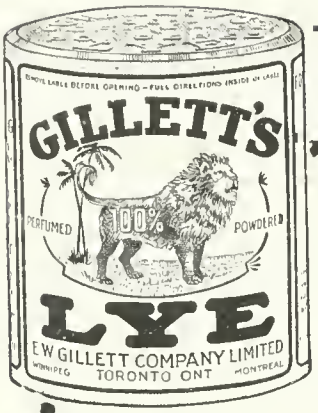
1.	Potassium carbonate	av. oz. 1
	Soft or green soap	av. oz. 2
	Yellow wax	av. oz. 8
	Water	fl. oz. 64

Mix and boil the whole until a uniform cream results.

2.	Yellow wax	av. oz. 3½
	Potassium carbonate	gr. 160
	Oil of turpentine	fl. dr. 4
	Oil of lavender flowers	m. 80

Boil the wax with 16 fluid ounces of water over a direct fire, and add to the hot liquid the potassium carbonate. Now remove from the fire, add the two oils, stir until cool, and add enough water to make 32 fluid ounces.

In using this cream, apply lightly on a woolen cloth, and then rub with a piece of linen until the furniture has acquired a polish.



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Retail Druggists

get familiar with the many uses of Gillett's Lye and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant —it's a sure trade bringer.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

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The Handy Picnic Package.

The Handy Picnic Package has solved the dust problem. No more soiled tissue napkins, no time wasted in counting and wrapping. The Handy Picnic package is a transparent envelope containing one white tablecloth 42 x 56 inches, and twelve pure white napkins retailing at ten cents. Supplied to the trade by Buntin Gillies & Co., Limited, Hamilton.

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The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

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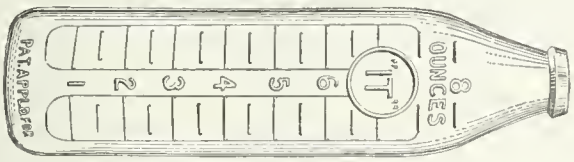
"IT" STANDS GOOD. "IT" LIES QUIET.

It is made in beautiful white flint glass, is handsome, and sells. Canadian trade supplied by the Richards Glass Co., Toronto, Canada, and lettered with your name if desired.



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are you putting in a new stock of these goods for the summer trade?

Mr. Druggist

Do you realize the value of these goods in your store all the year round?

The hot weather will be upon us in a short time. This is the time when there is a great demand for these goods. Every druggist should write at once for prices and endeavour to get in a stock early. Don't wait till you are asked for the goods. Get them now. You will sell them.

Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
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Piles Remedy

Vanderhoof & Co. Limited

WINDSOR ONTARIO

Semi-Annual Meeting of the Ontario College of Pharmacy

The semi-annual meeting of the Ontario College of Pharmacy was held in the Board room of the College, Gerrard St., on Monday, June 7th, President J. H. H. Jury being in the chair when the first session opened. There were present the following members of the Council: Messrs. Henry Watters, Ottawa; W.H. Worden, Toronto; E. W. Case, Picton; G. E. Gibbard, Toronto; Alex. Stewart, Guelph; B. Griffin, Hamilton; T. E. McLellan, Galt; C. T. Adams, Sault Ste. Marie; J.T. Pepper, Woodstock; E. R. Wigle, Goderich; A. J. Johnston, Sarnia, and H. G. Robertson, Barrie.

In welcoming the delegates, Mr.Jury announced that he intended to dispense with the usual formal address, and after congratulating the members on their response to the meeting, he invited the entire Council to motor to Bowmanville on Wednesday afternoon as the guests of Mrs. Jury and himself.

The invitation was cordially accepted, Messrs. Johnston, Gibbard and Worden being named to make the necessary arrangements. The Registrar then presented the minutes of the last meeting, , which, on motion of Mr. Watters, were taken as read.

After two books presented by Mr. Watters to the library had been received with thanks by the President, Council adjourned until Tuesday afternoon.

TUESDAY, JUNE 8.

President Jury again occupied the chair when the Council met in the afternoon, and introduced Mr. Farmer, a representative of the Sheldon School,to the members. Mr. Farmer, in a brief address pointed out the advantage of establishing a series of lectures on Salesmanship in the College curriculum. The matter was referred to the Committee on Education.

Dean Heebner's report reviewed the work of the College since the semi-annual meeting of the Council last November. The Junior examinations were held in Dec., 1914, at which 101 candidates were examined. Of these, 93 were successful, four received stars and four failed in all subjects.

At the examination in First Aid, conducted by Dr. C. J. Copp, the local representative of the St. John Ambulance Society, 91 students were examined, of which number 82 received certificates.

" The work in all departments was carried on port. " The work in Materia Medica—owing to the absence of Dr. Fotheringham—was performed by the Dean, as pre-arranged by the Council at its November meeting. The deportment of the class throughout the entire session was excellent, and it is doubtful if we have ever had a more diligent lot of students than the men who are about to be presented with the diploma of the O.C.P. During the senior term a series of talks was arranged by Mr. Worden, of the Council, and these were well attended and enthusiastically received."

" The European conflict has temporarily taken from our midst another member of the professoriate, in the person of Prof. (Lieut.-Colonel) Graham Chambers, who has associated himself with the University Base Hospital now in England. Arrangements for carrying on the work in the department of Chemistry and Physics should be made, in case Colonel Chambers does not return before the next session commences."

On motion of Mr. Watters, the report of the Dean was referred to the Education Committee. Mr. Graham presented the report showing the financial standing of the College, showing total receipts of $22,325.76. Assets, $79,796.38.

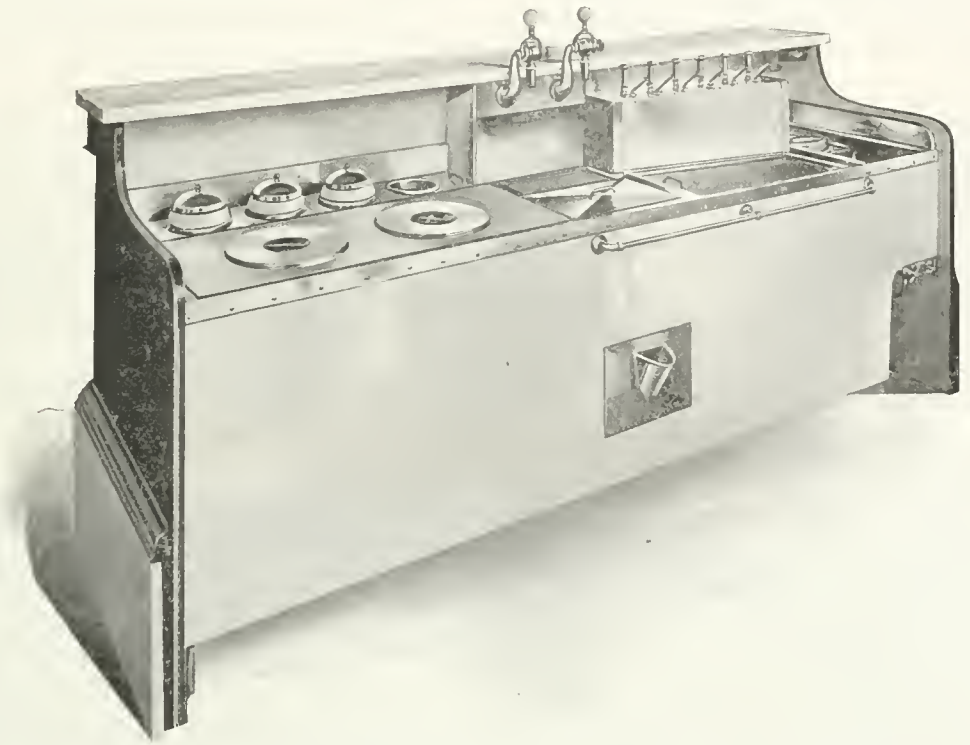
On motion of Mr. Wigle, the Registrar's report was referred to the Committee on Finance.

The Committee on By-Laws and Legislation, through its chairman, Mr. Johnston, presented report No. 1,which, amongst other matters, dealt with the use of a distinctive bottle for carbolic acid.

The report is as follows:

"1. Re Oscar B. Killens, Sault Ste. Marie, asking to be registered as an apprentice from July 12th, 1913, we recommend his request be granted, he having produced a statutory declaration of having entered on his apprenticeship on that date and having the necessary educational qualifications.

"2. Your committee beg to report that at the last session of the Legislature of the Province of Ontario, the Pharmacy Act was amended, making compulsory the sale of carbolic acid in a distinctive bottle, and in view of the fact that many druggists of the Province have a stock of special bottles, we would suggest that the Infringement Committee give due consideration to those so placed for a time, and the act covering the sale of carbolic acid in throughout the term without interruption," said the re- distinctive bottle be printed on the back page of the Minutes. We further report that the amendment in-



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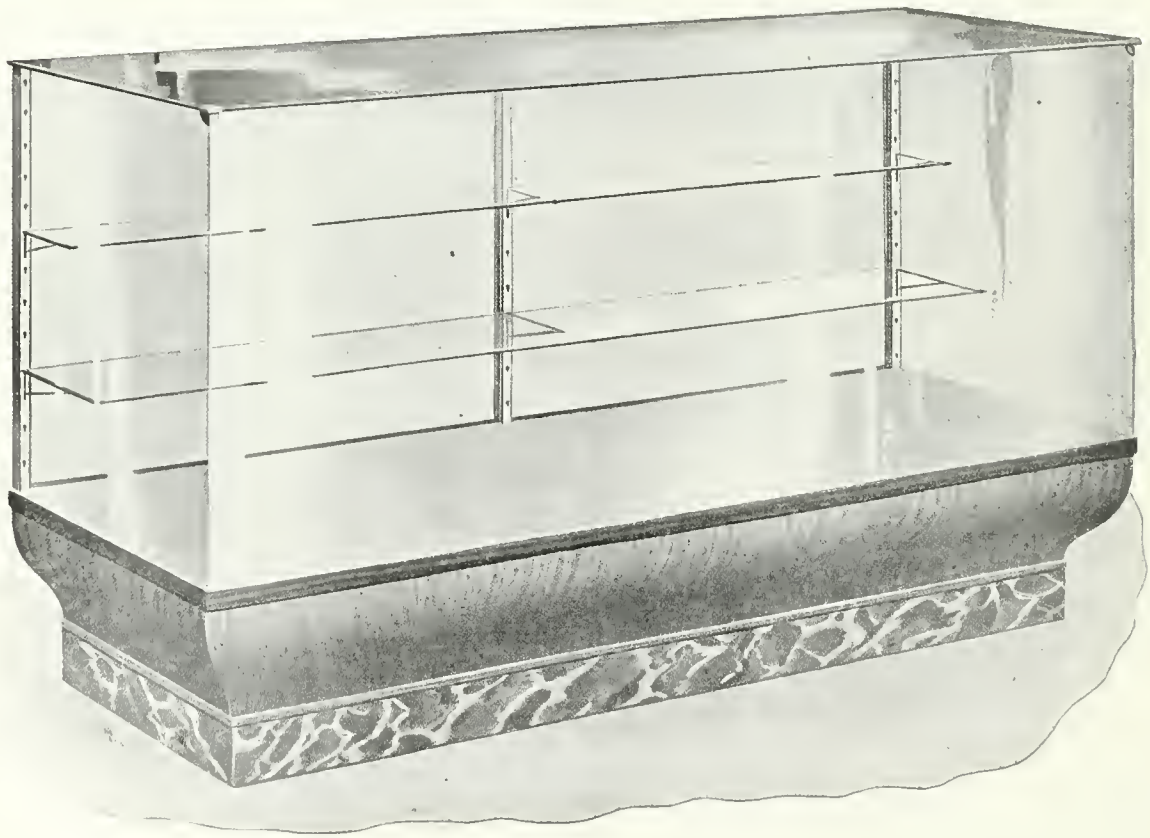
Are your present fixtures worthy of your business, or likely to improve your trade? If not, why? You are not sure that you cannot afford better unless you have investigated--Unless you have seen us.



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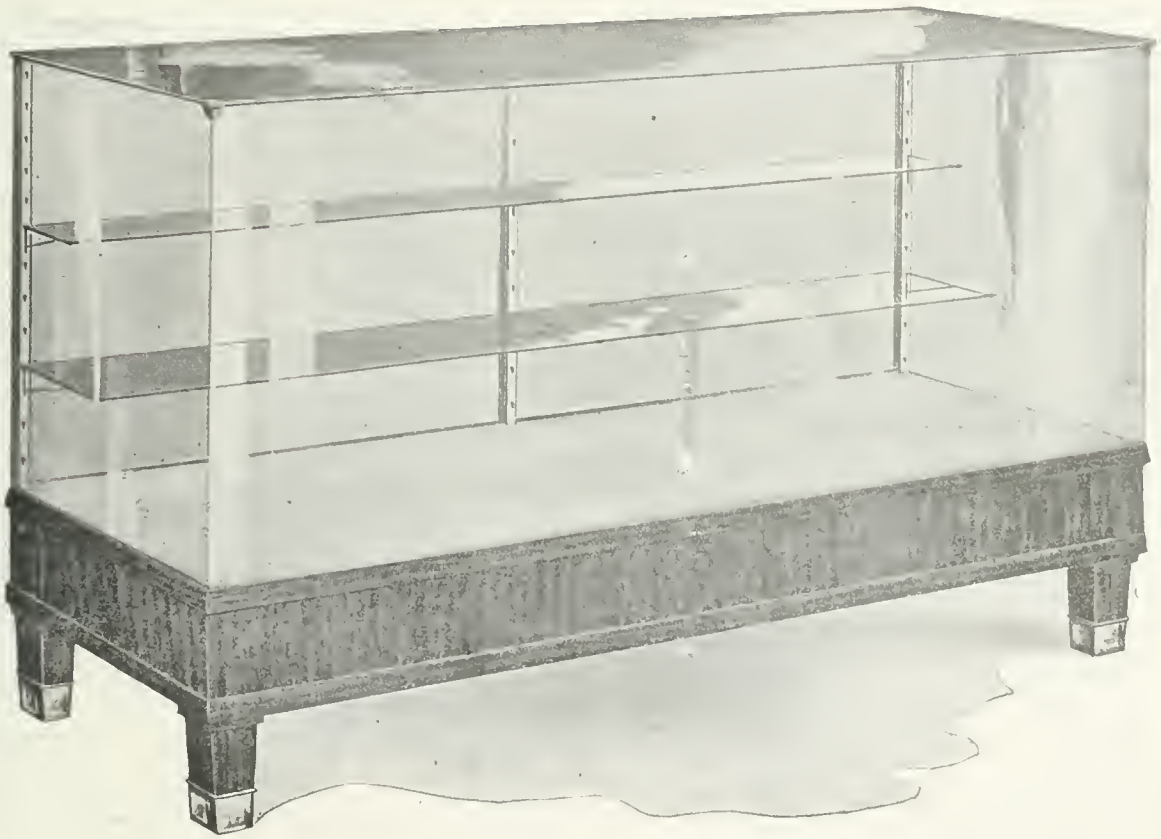

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creasing the fee for examination purposes of students was also obtained, and that the clause was also inserted in the Act legalizing the grant of this College to the Red Cross Society.

"3. Re the application of Roy Morris, of Aylmer, for registration in this College through reciprocal relations with Saskatchewan, there being special features in connection with this case, we recommend that the Chairman be permitted to lay the same before the Council for action.

"4. Re W. H. Till, of Mount Forest, who asks to be allowed to have the time he serves in the Base Hospital at the front to apply on his apprenticeship, we recommend the same be granted.

"5. Re the application of J. L. McPhail, of London, who asks to have his time served in the Army Medical Corps at the front to form part of his apprenticeship, we recommend the same be granted.

6. Re Roy E. Munn, of London, who is at the battle front and asks that his time as an apprentice be allowed him and a diploma of this College granted to him, we recommend the first request be granted and his second request be laid over for consideration at a later date."

The report was discussed clause by clause, there being considerable discussion over that dealing with the application of Roy Morris, of Aylmer, for registration. Eventually it was decided to refer this particular case to be dealt with by the Council, sitting as a committee of the whole on the following day.

The report was then adopted.

According to the report of the Committee on Education and Research, presented by Mr. Henry Watters, the chairman, most gratifying replies have come from the Pharmacy Board of Victoria, New South Wales, in regard to entering into an official agreement with the O. C.P. The Committee recommended that such an agreement similar to the Alberta agreement be ratified.

" Re Presiding Examiner's report," continued the report, " your committee would recommend that it be adopted and printed in the minutes. We are pleased to report that Prof. Evans has offered to donate a medal for Practical Chemistry. We would therefore recommend the Council to approve a regulation allotting the Chambers Medal to the candidate having the highest marks in Theoretic Chemistry, and the Evans Medal to the one highest in Practical Chemistry.

" Re Dean's report, your committee would recommend that it be received, adopted and printed in the minutes.

" Your committee begs to express its appreciation of the good offices of Mr. W. H. Worden in again arranging a series of talks on business subjects before the students. We would recommend that the Council make suitable recognition of this valuable service by officially acknowledging the appreciation of the Council to Messrs. J. W. Flavelle, LL.D., G. C. T. Pemberton, W. H. Worden, C. D. Daniel, R. B. J. Stanbury and W. A. Hargreaves. We would recommend that owing to the absence of Professors Fotheringham and Chambers in the service of the Empire, the Dean and Professor Evans be appointed to take their respective duties in Materia Medica and Chemistry for the ensuing College terms, should their absence continue, at the remuneration at which those duties are provided for."

On motion of Mr. Watters, the report was carried.

Before the session concluded Mr. Worden gave the following notice of motion:

" I hereby give notice of motion to amend By-Law No. 13, to regulate students' fees for examination from ten dollars to twenty dollars."

Following this notice and just prior to the adjournment of Council until the following morning, Mr. Gibbard presented for the use of the library a number of volumes and journals. The thanks of the Council were tendered to Mr. Gibbard in a motion sponsored by Mr. Alex. Stewart.

WEDNESDAY, JUNE 9th.

When Council met at 10 a.m., the President being in the chair, the first order of business was the presentation of the Report of Division and Infringement, by Mr. Wigle. The report read as follows:

" Re the report of the Deanery of Toronto on certain vital moral questions, while your committee are in hearty sympathy with the Anglican Deanery's efforts for the betterment of the people's morals and particularly so in a large city like Toronto, we feel it is beyond the province of this committee to recommend any action further than concurring with the stand taken by the Registrar-Treasurer in his correspondence with convenor.

" Your committee recommend, now that it is illegal to sell carbolic acid in other than a distinctive bottle as set out in the statute, that the druggists of the Province carry this into effect with as little delay as possible.

" Re the communication of Whitall-Tatum Co., of New York, asking this Council to approve of a poison bottle of their manufacture as meeting the requirements of a distinctive bottle for the sale of carbolic acid in this Province, recommend that no action be taken, since this Council has approved of a legalized form of bottle.

" Re proper labelling of wholesalers' products, your committee recommend that the Registrar-Treasurer communicate with the manufacturers asking them to comply with our request as contained in report of June and November, 1914.

" The following convictions have been secured for infringements of the Pharmacy Act:

F. Higgins, Stratford	$20.00
J. P. Taylor, Toronto	20.00
Dr. Pinkerton, Maple	20.00
Roy Morris, Aylmer	20.00
Alfred Tisdale, Aylmer	20.00
Robert Stewart, Norwood	20.00
Est. R. A. Mason, Markham	20.00
Archibald Pringle, Markham	20.00
	$160.00
J. B. Grant, constable fee, turned into College	3.00
	$163.00

" The disbursements on infringement account were as follows:

J. B. Grant, salary and expenses	$75.15
C. E. Boyd, salary and expenses	56.25

New York Pharmacal Association's
PREPARATIONS

Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb bots) Lactopeptine Tablets
Lactopeptine Elixir, Plain Lactopeptine Elixir, Bismuth
Lactopeptine Elixir, Iron, Quinine and Strychnia
Lactopeptine Elixir, Gentian and Chloride of Iron

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine
Liquid Peptonoids
Liquid Peptonoids with Coca Liquid Peptonoids with Creosote
Phosphagon

Palisade Manufacturing Company's
PREPARATIONS

Borolyptol Velvet Skin Soap Hemaboloids
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'TABLOID' (Trade Mark)
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In Half Ton Drums
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A Modern Drug Store.

Bryson's, Corner St. Catherines and Peel Streets, Montreal, one of the most up-to-date drug stores in Canada.

A Modern Drug Store.

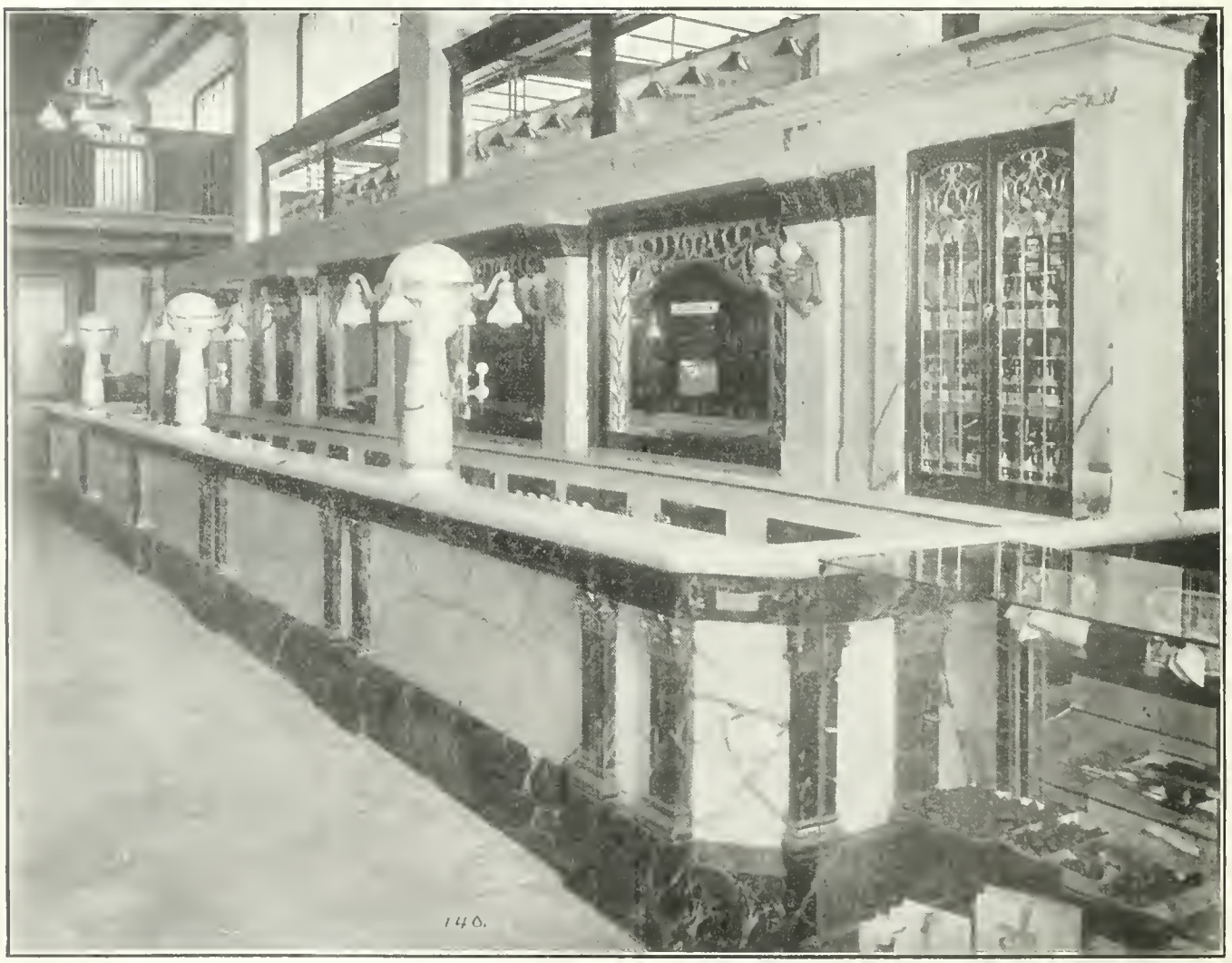
Bryson's Limited, corner of Peel and St. Catherine Streets, Montreal, have one of the finest drug stores in Canada. The main store is 45 x 80 feet, with marble floors and marble pillars which support the ceiling. The wall cases and fixtures are finished in mahogany. The store has seven departments, namely: Patent Medicines, Sundries, Photography, Flowers, Candies, Cigars and Stationery.

The dispensary, which is quite separate from the main store, is situated on the Mezzanine Gallery at the rear of the main store, and is controlled by a separate staff of qualified men.

The cafe, which is 30 x 10 feet, with marble floors and panelled walls, is one of the most elaborate of its kind in Canada. The tables and chairs are finished in old rose.

The soda fountain, which is of Mexican Onyx and Vert Antique marble, is 60 feet long. It has three units, six plate and ornamental glass panels, divided by onyx pillars at the rear.

The accompanying photographs give a fair idea of the interior of the store and also of the soda fountain, which was manufactured and installed by J. J. McLaughlin, Limited, Toronto.



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CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
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MONTREAL

Mearns & Carr, Barristers	19.30	
A. A. Langely, Peterboro, Police Magistrate	10.00	
	$160.70	
By Credit Balance		$2.30

The report was adopted, after which the Council went into committee of the whole to discuss the Roy Morris case. Mr. Jury was in the chair. Morris, it appears, had graduated in Michigan, and later in Saskatchewan, and on the strength of this College having reciprocal relations with Saskatchewan applied for registration here.

The Council finally decided to grant a certificate to Mr. Morris, on his furnishing the necessary affidavits and paying the fee of $50.

The report of the presiding examiner, Mr. Watters, called attention to the highly satisfactory manner in which every detail at the exams had been carried out by all concerned.

"It affords me pleasure to record my appreciation," said Mr. Watters, "of the abundant assistance received from the Registrar-Treasurer, Mr. Graham, and all the members of the staff. The arrangements for the practical examinations were excellently looked after by Mr. Crouch.

"It is proper to bring to your notice a condition revealed in the estimation of values and awarding of medal in the subject of Chemistry. The plan followed up to the present is to group the practical and theoretical and take the highest aggregate in the two subjects as entitled to the medal. In the recent examination one candidate secured 99 points in theoretical chemistry but his showing in the practical subject was too low to bring his average in the winning class. It should be noted that this candidate made an otherwise high standing, being well up in the honor list. It would seem that some provision should be made to meet a case of this kind, especially when it is considered that the large demand of chance entering into the practical test renders the latter less conclusive than any of the other subjects. I would therefore urge the Council to take into consideration the desirability of dividing these two subjects and securing a medal for award in each subject."

After the noon adjournment, Council entered motor cars and made the trip to Bowmanville, where they were the guests of the President and Mrs. Jury. A game of bowls was a feature of the afternoon's enjoyment, Bowmanville Club defeating the visitors. Messrs. Graham, Walton and Griffin skipped for the druggists.

Following an excellent repast at the Jury residence, the tourists returned to Toronto. Mrs. Jury was assisted by Mrs.Mitchell, Mrs. Kerslake and Mrs. Lyle in serving tea. The President's wife was the recipient of a lovely bouquet of roses, Mr. Worden making the presentation on behalf of the O. C. P. Council.

THURSDAY, JUNE 10th.

President Jury was in the chair when Council convened at 11.30 a.m. Chairman Johnston presented report No. 2 of the Committee on By-Laws and Legislation. It was as follows :

"We would recommend that the Registrar have printed a supply of copies of the Pharmacy Act, with the by-laws and extracts from the Liquor License Act, and we further recommend that the Dominion Drug and Opium Act be incorporated with the same, and that the introduction of this Act be to advise the druggists of the Province that this Act is not under our control but published for information.

"Re Malcolm R. McColl, of Toronto, who asks, through reciprocal relations with Saskatchewan, to be granted a certificate of this College, we recommend the same be granted upon his furnishing a statutory declaration from his preceptor or preceptors of time served in Saskatchewan, and on payment of the necessary fee.

"Re D. R. Black, of St. Thomas, who asks, through reciprocal relations with Saskatchewan, to be granted a certificate of this College, we recommend the same be granted upon his furnishing a statutory declaration from his preceptor or preceptors of time served in Saskatchewan, and on payment of the necessary fee.

"This committee strongly recommend that no further consideration be given any applications for certificate from students from Saskatchewan until an agreement similar to that with the Province of Alberta has been entered into between us and Saskatchewan, and that the President and Registrar-Treasurer of this College have prepared and signed such an agreement, and the same be forwarded to Saskatchewan for their consideration and agreement.

"Re Roy M. Devitt, of Waterloo, who asks to be registered as an apprentice from January 1st, 1914, we recommend that he be recorded from that date, he having furnished a statutory declaration of having entered his apprenticeship on that date and the necessary educational qualifications to be recorded."

A medal kindly offered by Mr. Watters for Theoretical Chemistry, and accepted by this College, was awarded to Mr. F. J. Powers, of Ottawa, who obtained the highest number of marks in this subject at the last examination.

Council adjourned until 4 o'clock, when the Committee on Education and Research presented report No. 2, which read :

"Re correspondence of Mr. C. H. Harry, Calgary, Alta., who urges action on the part of this body looking towards the acceptance of the standard of matriculation of the O.C.P. as sufficient for matriculation in medicine, your committee does not deem it advisable to take action and heartily approves the exhaustive reply of the Registrar-Treasurer to the applicant on this matter.

"Re communication of Mr. Lawrence G. Nairn, Phm.B., St. Marys, your committee would recommend that it be placed on file for future reference.

"Re examination results of St. John's Ambulance Association, your committee would recommend that it be received and printed in the minutes. As this is the first examination set by this body for this institution, your committee deems it fitting to express appreciation of the large number of our students taking this instruction, and

also the very satisfactory showing made by these students at examination.

" Re report of examiners, your committee would recommend that the same be adopted and diplomas be issued those entitled to the same.

" Re request of William J. Troop, Belleville, Ont., your committee would recommend that his request be granted.

" Re application of Rowland G. White, Toronto, your committee would recommend that it be granted.

" Re request of I. Routbout, Toronto, your committee would recommend that his request be not granted."

On motion of Mr. Watters the report was adopted.

By-Law No. 11, on motion of Mr. Worden, was given a second and third reading, and passed as follows: "That paragraph 5 of section 13 of the General By-Laws of the second line thereof, and substituting therefor the word College be amended by striking out the word 'ten' in the ' twenty.' "

Mr. Leo Ryan, President of the Montreal College of Pharmacy, who conveyed greetings from that institution, addressed the Council on the question of securing better treatment for the druggist as dispenser in the army. Mr. Ryan asked the members to take up the matter, and approach General Hughes with the request that he appoint druggists to commissioned rank as is done in the case of physicians, veterinary surgeons and dentists.

Council then adjourned.

FRIDAY, JUNE 11th.

Report No. 3 of the Education and Research Committee dealt with Professor Evans' suggestions regarding the manufacture of medicinal and industrial chemicals.

In his report Professor Evans, who is a lecturer in Analytical Chemistry at the O.C.P., showed plainly how Canada, working co-operatively with Great Britain and other parts of the Empire, could profitably produce and manufacture chemicals and capture an almost world-monopoly now held by Germany.

" As a country," he said, " we are still in our infancy. Consumption of these chemicals is limited, and expensive plants make it impossible for us to manufacture these commodities economically. The substances depending for their manufacture on the use of alcohol cannot now be made in Canada. With free alcohol these could be made profitably. It is felt that the Government should be urged to grant free alcohol for technical purposes. The refusal of the British Government to give free alcohol to the analyne industry was the cause of the decline, and the manufacture was transferred to Germany.

" Germany has also practically a world-monopoly in the supply of potash. Although the United States has spent large sums of money in recent years trying to discover economical methods of producing potash they have been unsuccessful. Canada formerly produced large quantities of potassium carbonate because of the abundant supplies of wood ashes from the clearing of forests. From three to five per cent. of potash may be obtained from sawdust, but it seems that the processes are not profitable. There are said to be large deposits of feldspar near Kingston, Ontario, containing about 18 per cent. of potash, but the problem is to discover satisfactory methods of extraction.

" There are many chemicals which we do not make profitably, such as ammonia, sulphuric acid, nitric acid, hydrochloric acid, acetic acid, formaldehyde, wood alcohol, crude carbolic acid, crude naphthaline, etc., etc. Although we are faced by many difficulties we have reached a point when vast strides might be made in increasing the number of chemicals we manufacture, and in our output.

" I think that the whole matter should be co-operated in by the British Empire as a whole, the aim being to make ourselves independent of German manufacturers. The intellectual calibre of the British public is certainly not inferior to that of Germany. We have as many men of outstanding ability as that country, but they have excelled in organized effort and hard work.

" The success of German chemical manufacturers was due to the possession of research laboratories fully equipped and manned by university trained chemists. The German Government spends large sums of money in technical education and sees to it that the chemists' knowledge is turned to practical account. Special facilities are given by the Government to the manufacturers, and the banks also freely assist.

" Our Government should be urged to investigate the matter most thoroughly, and, if necessary, be prepared to spend money upon it. There is no reason why the British Empire should take second place to any other empire or country in chemical manufacture, providing we put forth organized effort."

In commenting on these suggestions the Committee said :

" Re manufacture of medicinal and industrial chemicals, your committee, after due deliberation and conference with Professor Evans regarding the practicability of promoting this industry, would express the opinion that the initial stage should be taken by the Federal Government, and would recommend that a fitting petition be addressed to the Government through the Minister of Commerce, or otherwise, urging an investigation of the conditions favorable to attainment of desired object, and pledging the hearty co-operation of this institution in the undertaking. We would also recommend that the memorandum of Professor Evans be printed in the minutes. Your committee would urge serious consideration of its purport, and commend it to thoughtful study."

On motion of H. G. Robertson, seconded by T. E. McLellan, the Council decided to request the Canadian Pharmaceutical Association to ask Gen. Hughes to give pharmacists recognition in the army more commensurate with their profession and usefulness.

Messrs. W. J. A. Carnahan and J. Hargreaves were appointed scrutineers for the 24th election, to be held on August 4th next.

Council then adjourned till the third Monday in November.

THE
CANADIAN DRUGGIST
Monthly. Established 1888.

THE CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

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ENGLAND—The Canada Press, 16 Regent St., S. W., London Telephone, Regent 115.
FRANCE. O. F. Gradand, 19 rue de Richelieu, Paris.

Editorial.

Druggists Observe the Law.

It is wonderful how beclouded the public mind is, as a rule, in reference to the drug business and everything appertaining to it, and how credible many people are in taking the word of the daily newspapers for allusions to druggists and their methods particularly when these happen to discredit them.

It has become a special "Habit" that any aspersion no matter how ridiculous or untrue it may be, is taken by many as the whole truth, probably in a measure because the druggists themselves have not thought it worth while to make the denials or set themselves right before the public. We speak advisedly when we say that the druggists of Canada, taken as a whole, are more observant of the laws guarding their profession,and more particular in seeing them carried out to the letter for the safeguarding of the public, than probably any other profession in the country, and it shows ignorance on the part of those who would attribute carelessness and laxity in carrying out the laws which have been put on the Statute for the safeguarding of the public. For instance, only recently, a "Special Committe on certain Vital Moral Questions" representing the Anglican Church in the Deanery of Toronto, in its report dealing with this question, amongst the recommendations, asks "That the Ontario Council of Pharmacy be asked to see that the stringent provisions of the law forbidding the sale of drugs and instruments be notified to all druggists, and strict observance requested." something which has received the very careful atention of the Council of the O. C. P., and not only has the Council done its part in this matter, but the druggists themselves have carried out the provisions of the law in a manner which redounds to their credit.

We acknowledge that there are individual cases of men who, for the cause of gain, prostitute their business and their calling, but these are a small percentage of the whole, and therefore the reputation of all should not suffer for the misdeeds of a very small minority.

Ontario College of Pharmacy.

ELECTION OF COUNCIL.

The Registrar of the Ontario College of Pharmacy has notified the members of the College that, in accordance with By-law No. X. of the Ontario College of Pharmacy, the election of the Council of the College will take place on Wednesday, August 4th, 1915.

Nominations may be made after the 1st day of June, 1915, and must be mailed so as to reach the Registrar not later than Saturday, July 3rd, 1915.

The nominee must receive the nomination of at least three duly qualified members of the College resident in his division.

W. B. GRAHAM, *Registrar Treasurer.*

NOTE.—The persons qualified to vote at election shall be such persons as are members of the said College, and are liable to pay the annual fee, and are not in default in respect of any fees payable by them under the Pharmacy Act.

Sunshine to Spare.

There is a certain process of optimism satirically termed "extracting sunshine from cucumbers." This may mean obtaining a semblance of comfort from utter gloom, and again it may constitute a virtue, up to a certain point.

Since the commencement of the war, trade, industry and finance throughout the world have suffered an upheaval which has had no parallel in living memory. We might reasonably expect economic ruin to follow in the wake of such a conflict. We did not expect to have to exercise all our energy to keep our courage up. We were prepared to "extract sunshine from cucumbers" rather than admit any failure.

Unusual conditions have dislocated ordinary channels of commence. The trade of the nations has become ranged under the same standards as the force of arms, or in other words, we seek business with our allies, and we refuse to do business with our enemies. Yet this drastic alteration of commercial channels has not yet brought us to the point where we must of necessity look to the melon patch for sunshine.

Viewing British trade, therefore, we must now of necessity be the only viewpoint for Canadian trade, we find that business with Germany, Austria-Hungary and Turkey has been entirely cut off by the war. In order to prevent supplies reaching the enemy many former exports to neutral countries are now prohibited. Owing to the shortage of ocean tonnage, and the heavy cost of freight and war insurance, business has been much hampered. Many of our factories are working day and night on supplies for the British and Allied Governments, and this business does not show in the trade returns. Many lines of goods formerly imported from foreign sources must now be made in this country for home consumption. Thousands of workers have joined the colors, thus depleting the industrial ranks.

Notwithstanding all these facts calculated to disturb trade conditions, we show a surprising degree of commercial prosperity. We have little more distress and unemployment than usual, and we are possessed of a serene confidence as to the future.

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patriotism, the country is free from political and labor strife, and an all pervading sense of economy has eliminated much wealth destroying waste.

We deplore the bloody conflict in Europe, we are largely concerned in doing our share toward the ultimate triumph of the allied forces, but we are still a normal nation within an Empire secure. We are more than ever able to congratulate ourselves upon the uninterrupted continuance and stability of our commerce. We still have the cucumber to fall back upon when sunshine fails elsewhere, but so far, we have business and financial sunshine and to spare.

Sixty-Third Annual Convention of American Pharmaceutical Association.

San Francisco, August 9th to 14th, 1915.

The A. Ph. A. have just issued a final announcement of the transportation services for the annual convention. The Committee has arranged for the Chicago, Burlington and Quincy Railroad to run special trains to San Francisco and Chicago, to be known as the "A. Ph. A. Special" on which no extra fare will be charged. The price of ticket, which is good for three months, with stop over privileges west of Chicago, is very reasonable.

Any pharmacist in Canada who wishes to take advantage of this trip during the summer holidays can get all information from Mr. D. R. Rees, Allied Drug Interests, Claus Spreckler Bldg., San Francisco.

News Items.

GATHERED FROM VARIOUS SOURCES.

The Drug Trading Company, of Toronto, received a building permit from the City Architect's Department for the erection of a four story brick and mill construction warehouse costing $20,000 at 10 Ontario St.

The druggists of Charlottetown, P.E.I., met at the office of Mr. Brown, the P.E.I. representative of the National Drug Co., on April 13th, to discuss the Stamp Act. As prevails at all meetings of the Charlottetown druggists, a feeling of complete co-operation and harmony was observed. This "get together" idea is very old in Charlottetown, and we venture to state that it is in a large measure responsible for the good records that Charlottetown druggists make.

A serious fire in Tignish, P.E.I. has caused two prominent druggists in that town much inconvenience; although partially covered by insurance, the loss is considerable. Dr. Johnson's stock was removed from the building which escaped destruction by fire. The loss occasioned by removal and replacement will be considerable. Mr. J.E. Gallant was completely wiped out, saving but a small portion of his stock. "Eddie's" optimism could not be overcome by such a reverse. With his customary energy, plans for a new building and stock were formulated before the embers cooled.

The Standard Drug Store, Broadway, was broken into on the night of April 4th, and over $50 worth of cameras and cigars stolen. No trace of the robbers has been found yet.

Mr. F. J. Williams, druggist of Sidney, Vancouver Island, B.C., died on April 9th. He was one of the oldest druggists in B. C.

Mr. T. George Watson, druggist, Port Hope, has been notified that his second son, Capt., C. H. D. Watson, of the 10th Battalion, 1st Contingent, has been wounded in action. Capt. Watson, who was in his second year at the Royal College of Dental Surgeons in Toronto, was signalling officer in the 46th Regiment of Port Hope, and was one of the first officers in the regiment to enlist for overseas service.

Mr. Alvin Hamilton, of Mitchell's drug store, Prince Albert, intends leaving shortly to work for the Atkinson's drug store, Saskatoon.

The death occurred on April 14th, of Mr. Oliver Dowler, who for twenty years had carried on a drug business at 300 St. Catherine Street west. Mr. Dowler had been ill for some time, but had been able to attend to his business till a week previous to his death, when his illness became more serious. He died at his home, 1833 Park Avenue.

Born in Quebec 40 years ago, Oliver Dowler was the son of Gabriel Dowler, late of Ottawa. He spent a part of his boyhood in the old capital, and later removed with his parents in Ottawa. He started in business for himself in Montreal as a man of little more than twenty, and continued the same business on the same premises till the time of his death.

Mr. Dowler is survived by his widow, nee Miss Maud Bell, and one daughter. He was a member of the Mount Royal Lodge No. 32, A. F. & A. M., and of the Carnarvon Chapter No. 5 Royal Arch Masons.

Saskatchewan Pharmaceutical Association.

The Saskatchewan Pharmaceutical Association will hold its annual meeting in Regina on July 13th. The Association is giving $500 on behalf of the druggists in the Province to the fund for the relief of the druggists in Belgium. The Council, at their recent meeting, endorsed the proposed liquor legislation of the province, and asked that stringent provision be made for the restriction of the sale of liquors by druggists, except for strictly medicinal purposes, and only on the written prescription of a qualified medical or veterinary practitioner.

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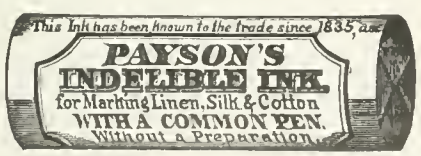
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Optical Department.

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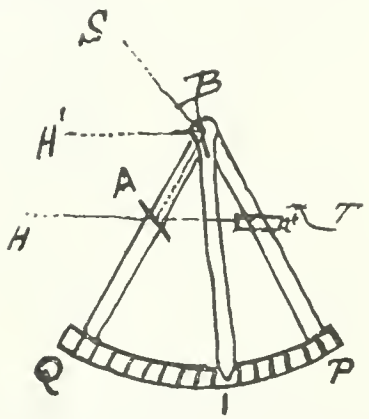
THE SEXTANT.

In taking up the study of this instrument, which was invented by Newton, and, as you may say, re-invented by Hedley, we really take up the action of the reflection of light by mirrors. The principle of the construction of this instrument depends upon the theorem that, if a ray of light suffer double reflection, the angle between the original ray and the direction after the second reflection is double of the angle made by the reflection surfaces.

The instrument of which this theorem is the principle, is a brass sector of a circle, from which fact it gets the name of sextant.



The essential parts of the instrument are a plane glass mirror partly silvered, and placed at A (see figure). This not only reflects light received in the direction AB, but also enables the observer to see objects in the line AH through the telescope, which is also stationary.

A second mirror B is mounted on the end of the pointer I, which traverses the graduated arc QP. When they (the mirrors) are parallel to each other the pointer is at P, the zero of the scale, the incident ray H.B. parallel to H A will when it falls on B be reflected along the line A B to A, and thence along the line A T, to the observer at the telescope, who thus sees at B and A by two reflections the same objects at H that he views directly through the partially silvered mirror.

THE USE OF THE SEXTANT.

This instrument is used universally on board ship for finding the altitude of the sun at noon, and from this working out the travel of the ship during the 24 hours previous. It is done in this manner:— The observer holds the sextant in such a manner that the rays of sunlight reflected upon B are reflected upon A and produce an image at I in the eye. He then moves the pointer I until the sun image is made to appear at the horizon, as at H, through the partially silvered mirror A. The number of degrees that the pointer has moved over the scale to cause the coincidence of the sun's images S and H is then read off; this is double the angle that S and H actually form with each other, therefore ½ of the amount read off is the actual angular height of the sun above the horizon.

In actual practise the sextant is divided into half degrees and are valued as whole degrees in enumeration, the true result being in this way obtained by the actual reading. In addition to this other devices, such as dark glasses to reduce the brightness of the sun's image and a vernier and reading microscope in place of the pointer I, are used. The method of using is as follows:— The eye is placed to the telescope and observing an object through the unsilvered part of the mirror A, then moving the index arm until the image of the other object reflected from B upon the silvered part of A coincides or is opposite to the first object, now the angle given by the index is the angle between the objects.

The first practical form of the instrument was invented by Newton, and improved by Hedley in 1730, and it is Hedley's instrument somewhat modified that is in use to-day.

Kent-McClain Again.

Mr. L. E. Martel, of 51 St. Joseph St., Quebec, has made some effective improvements in his store in order to take care of the kodak department. The fixtures were supplied by Kent-McClain, Limited (Toronto Show Case Co.), of Toronto.

Edmonton.

The students attending the Pharmacy Class are disappointed to learn that the Militia Department have been unable to accept the offer recently made by the University of Alberta, with reference to establishing a base hospital. Practically all of the students have been looking forward to enlisting in this corps, and keen regret is felt that the plan has not matured.

The Amendment to the Ontario Pharmacy Act.

The amendment to the above Act, which was recently passed, calls for the close attention of every druggist in handling Carbolic Acid. The distinctive bottle has become compulsory, and it is further stated that Carbolic Acid, above a 5 per cent. solution, shall not be sold by retail, except in a glass bottle of light blue color, having six sides. It also states that the words "Carbolic Acid," "Poison," shall appear on each bottle. If these regulations are complied with there is no doubt that the chances of accident will be very remote.

MAJOR MATERIA MEDICA.

Examiner—F. C. Stearman, Phm. B.

Time allowed—Two hours.

1. (a) Give, in a tabular form, the official and common names of:— Capsicum; Triticum Repens; Cascara; Mandrake; Inula.

(b) State also habitat, medical properties and part used of each of the above from a commercial point of view.

2. (a) Name five official barks of the B. P. and state plant name and therapeutic value of each.

(b) State any constituent peculiar to any one of them.

(c) Botanically speaking, briefly explain the histology of barks.

3. Oil of Peppermint:—

(a) Give official name.

(b) Mention two varieties of the herb and give habitat of each.

(c) State percentage yield of the oil.

(d) What effect has age on it.

(e) To what constituent does it owe its peculiar odor?

(f) Compare with oil Cajeput.

4. Vanilli:—

(a) State plant name and natural order to which it belongs.

(b) Which do you consider the best variety?

(c) Describe how prepared for commerce and how cultivated.

(d) What are the chief medical properties and name the most important active constituent.

5. State plant name and medical properties of:— Succus Thebaicus; Chamomile; Broom; Pilocarpus; Elm Bark; Thornapple Seed; Castor Oil; Saffron; Secale Cornutum; Benzoin.

6. Cinnamon:— (a) Give natural order to which it belongs.

(b) Where is it procured and how produced for commerce?

(c) Name the different varieties and state which you consider the most important.

(d) Give the percentage yield of oil.

(e) Under what therapeutic head might this drug be classified and explain what you understand by the term Therapeutics.

7. State the sources of:— Tannic Acid; Ext. Glycyrrhizae; Elaterium; Butyrum Cacao; Amylum; Oil Cade; Viburnum; Acid Salicylic; Burgundy Pitch, Turpentine.

In each case where possible state the geographical source and medical properties of each, and in any special case state how produced for commerce.

8. Write full Materia Medica Notes on Nux Vomica and Guaiacum. Name the official B. P. drugs or preparations coming under the head of each one.

9 and 10. Oral Examination.

MAJOR PHARMACY.

Examiner—J. M. Fisher, Phm. B.

Time allowed—Two hours.

1. Distilled Water, B. P.

(a) State fully how it should be prepared.

(b) What class of water should be used in preparing it?

(c) What deterioration is it subject to, and how may it be prevented?

(d) In the preparation of what classes of preparations is its use particularly desirable? Give reasons.

2. Alum, B. P.

(a) Name two varieties official.

(b) From which variety is exiccated alum prepared and why should the other variety not be used?

(c) What weight, in grammes, of exsiccated alum should be obtained from one kilogram of alum, B.P.?

3. (a) How would you determine the Sp. Gr. of a sample of beeswax?

(b) What other wax is frequently used to adulterate beeswax and how would its presence affect the Sp. Gr. of the latter?

4. I have a call for one litre of Acid Phosphoric Conc., B.P., and only have in stock Commercial Ac. Phos. Syr., 85 per cent., Sp. Gr. 1.750. What volume of the latter will be required to prepare the former? Show all work.

5. (a) How would you distinguish between a solution of Lead Acetate and Goulard's Extract?

(b) Distinguish between alkaloids and glucosides, giving an example of each.

6. The following is the formula for Syr. of Calcium Lactophosphate.

Calcii Carb. Ppte.	2½ ozs.
Lactic Acid	6 fl. ozs.
Sugar	70 ozs.
Orange flower water	2½ fl. ozs.
Distilled water q.s. ad	5 pints

Convert the quantities into metric equivalents.

Give the B. P. process of preparation and state what takes place at each step in the process.

7. Name five standardized liquid extracts official in the B. P., giving their strength, dose and the part of the plant from which each is obtained.

8. (a) Enumerate the principal incompatibilities of each of the following:—Hydrogen Peroxide; Lime Water; Nitrate of Silver.

Ac. Phos. Conc. ....4 fl. ozs., 262 minims.

(b) Distinguish between chemical and pharmaceutical incompatibility. Give example of each.

9 and 10. Oral Examinations.

MAJOR CHEMISTRY.

Examiner—J. M. Fisher, Phm. B.

Time allowed—Two hours.

1. Write notes on Hydrogen, giving symbol, atomic weight, occurrence, preparation, properties and uses.

2. Define chemical action and explain how it differs from other forces

3. Complete the following equations:

$$3Ag_2 + 8HNO_3 =$$
$$6KOH + KClO_3 + 3MnO_2 =$$
$$Fe_2(OH)_6 + 6HC_2H_3O_2 =$$
$$3K_2MnO_4 + 2H_2O =$$

4. Iodine:— Give atomic weight; when and how was it discovered; from what and how was it first prepared; what is the principal source of supply at present; what would be the result of adding iodine to a solution of Starch; what would be the result of heating the solution after the addition of Iodine, and what would be the result of passing Chlorine into the Starch solution after the addition of Iodine?

5. How many grammes of Phosphorous would be required to prepare one litre of Ac. Phos. Conc. B.P., Sp. Gr. 1.5, containing 66.3 per cent. of Orthophosphoric Acid. Show all work.

6. Given two solutions, one containing Arsenic and the other Antimony, how would you identify them?

7. In the preparation of Liq. Ferri Perchlor. Fort., iron hydrochloric acid, nitric acid and water are used. Explain briefly the different steps of the process, showing by equations the chemical reactions which take place.

8. What is the percentage of each element in Bismuth Subcarbonate?

9. Write an equation demonstrating a chemical in-

compatibility of each of the following:—Bichloride of Mercury; Perchloride of iron; Acetate of Lead.

10. Toughened Caustic, B.P., should contain 95 per cent. Nitrate of Silver. How would you test a suspected sample and what weight of product should result from the testing of ten grammes?

MINOR EXAMINATIONS.

MINOR DISPENSING.

Examiner—John Cochrane, Esq.
Time allowed—Two hours.

Note.— Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and dispatch will be rated.

1. Miss J. Fleming.

℞ Quin. Sulph. ....gr. x
Ext. Bellad..... ....gr. iii
Pil. Rhei Co..... ....ʒii
M. Div. in pil. decem.
Sig. Cap. unam bis in die.
H.C.D.—M.D.

2. Master Robertson.

℞ Ol. Morrhuae ....ʒii
P. Acaciae ....ʒvi
Syr. Simp. ....ʒiv
Aq. Cinnam. ....q.s. ad. ʒvi
M. Sig. Coch. ampl. omn. tert. hor. sumend.
M.A.C.—M.D.

3. Henry Benson.

℞ Sulphur. Subl. ....ʒi
Zinci Oxid. ....ʒii
Ol. Cadini.... ....min. xx
Adipis ....q.s. ad ℥i
M. Ft. Ung.
Sig. More dictu utend.
H.C.F.—M.D.

4. Miss Davidson.

℞ P. Ipecac. Co. ....
Hydrarg. cum Creta ....aa gr. ss.
P. Saech. Lact. ....gr. v.
M. Ft. pulv. i. Mitte sex.
Sig. Unum ter in die si opus sit.
L.C.H.—M.D.

MINOR PRESCRIPTIONS.

Examiner —John Cochrane, Esq.
Time allowed—Two hours.

1. Translate into English the following:—
Recipe.
Sodii Bicarbonatis ....drachmas tres
Bismuthi Subcarbonatis ....semiunciam
Tincturae Gentinae Compositae
drachmas duas cum semisse
Glycerini ....unciam dimidiam
Aquae Menthae Piperitae.. ....uncias quatuor
Fiat mistura cujus capiat cochleare minimum ante cibos.

2. How would you prepare: —

(a) ℞ Resinae ....
Cerae Flavae ....
Ol. Olivae ....aa ʒviii
Adipis ....ʒvi
M. Ft. Ung.

(b) ℞ Sapo. Mollis ....ʒi
Aq. Destill ....ʒv.
Camphorae ....ʒi
Ol. Terebinth ....ʒxiii
M. Ft. Linim.

3. Give English translation of:— Octarius; Gutate; Haustus; Semihora; Bibe; Mica Panis; Quantum placet; Sumat talem; Coque; Ovum.

4. Criticise the following prescriptions indicating any errors or any changes likely to occur.

(a) ℞ Magnes. Carb. ....ʒii
Pepsin ....ʒi
Tinct. Nuc. Vomic. ....ʒiv
Acid Hydrochlor. Dil. ....ʒii
Aq. Chloroformi ....q.s. ad ʒvi
Sig. Take ʒss for a dose four times a day.

(b) ℞ Ext. Hoscyam. ....ʒi
Acid Arseniosi ....gr. i
Pil. Rhei Co. ....ʒi
M. Div. in pil. No. xx.
Sig. ii night and morning.

5. State the regulations of the Pharmacy Act governing the sale of poisons in Schedules "A" and "B," and state to which schedule the following, respectively, belong:—Chloral Hydrate; Chloroform; Ergot; Red Precipitate; Saiphonal.

6 (a) Write a prescription for four fluid ounces of a 1 per cent. aqueous solution of Protargol, giving the quantity in the grains.

(b) Give English names of:— Ficus; Amylum; Pix Liquida; Crocus; Charta Sinapis.

Give the Latin names of:—Brandy; Rochelle Salt; Fowler's Solution; Sweet Spirits of Nitre; Toughened Caustic.

7. Give dose of:—Morph. Tart.; Acid. Benzoic.; Creosote; Acid Hydrocyan. Dil.; Extract Bellad.; Tinct. Digitalis; Mercurie Chloride; Phenacetin; Potass. Bromid.; Zinc Sulphate.

8, 9 and 10. Oral Examinations.

MINOR CHEMISTRY.

Examiner—J. M. Fisher, Phm. B.
Time allowed—Two hours.

1. Distinguish between:—
(a) Molecules and Atoms.
(b) Simple and Compound Matter.

2. In what three states does matter exist? Define each one.

3. Define:—Chemical affinity; Elements; Atomic weight Molecular weight.

4. State the molecular weight of each of the following:—Bromine; Iodine; Sodium; Phosphorous; Nitrogen; Magnesium; Chlorine; Zinc; Sulphur; Mercury.

5. Explain what is meant by valency. State the valency of each of the following and give the chemical symbol of each:— Barium; Oxygen; Manganese; Potassium; Iron.

6. Write the formula for the acidulous radical of each of the following classes of salts, and state their valency:- Chlorates; Nitrates; Sulphites; Citrates; Acetates.

7. Write an equation showing the reaction that takes place between Carbonate of Potash and Slaked Lime.

8. Complete the following equations. –

$$2Zn + H_2SO_4 =$$
$$Fe_2O_3 + 3H_2 =$$
$$Fe_2Cl_6 + H_2 =$$

9. State how each of the following are prepared and collected for experimental purposes:— Oxygen; Chlorine; Hydrogen.

10. What is the composition of the atmosphere? Is it a chemical compound or a mechanical mixture?

MINOR PHARMACY.

Examiner—J. M. Fisher, Phm. B.

Time allowed—Two hours.

1. (a) Define Weight and Specific Gravity.

(b) Describe two forms of graduates with advantages and disadvantages of each.

2. (a) Give two methods of determining the Sp. Gr. of a liquid.

(b) What are Sp. Gr. beads and state to what purposes they are best adapted.

3. State the general method of preparation of the official waters of the B. P. Mention any exceptions to the general rule.

4. Give the strength and dose of each of the following:— Liq. Strychninae; Tr. Opium; Liq. Arsenicalis; Liq. Hydrarg. Perchlor.; Syr. Codeine; Wine of Antimony; Tr. Strophanthus; Tr. Hyoscyamus; Syrup of Chloral; Infusion of Quassia.

5. Enumerate the ingredients in each of the following and give the official name of each:—Black Draught; Gregory's Powder; Dover's Powder; Borax Honey.

6. (a) Give the metric equivalents of the following:— One pound avoirdupois; Twenty fluid ounces; One Scruple.

(b) Give the imperial equivalents of the following:—One hectolitre; One dekagramme; One decigramme.

7. (a) What is the capacity of a vessel, in cubic centigrammes, etc., that will hold thirteen and one-third pounds of simple syrup?

(b) What weight of sugar would the above weight of simple syrup contain?

8. State the specific gravity of each of the following:—Spts. Ether Nitrous; Alcohol, 90 per cent.; Ether, pure; Sulphuric Acid; Chloroform.

9. Give some of the rules that should be observed in the use and care of balances with reasons for same.

10. How are the following prepared:—Liq. Ammon. Acet.; Magnes. Levis; Liq. Calcis.

MINOR MATERIA MEDICA.

Examiner—F. C. Stearman, Phm. B.

Time allowed—Two hours.

1. (a) What is an Opalescent Emulsion and what is a Permanent Emulsion? Give examples of each.

(b) What are Concentrated Liquors? Give examples and an average strength for making the B.P. product.

(c) What are the advantages of keeping in stock concentrated infusions and decoctions?

(d) What do you understand by the term "Friable Pill?"

(e) Why should Liquid Extracts be kept in a dark bottle and under a normal temperature?

2. State under what therapeutic head the following would come under:— Belladonna; Cascara; Bitter Apple; Dill Fruit; Myrrhae.

3. What is an Alkaloid, and what does it represent? Name five important alkaloids of the B. P. and state their medicinal uses.

(b) Describe Fixed Oil and give a B.P. example.

4. Write full Materia Medica notes on Limonis Cortex and state two or three other drugs having the same therapeutic effect.

5. Distinguish briefly between Animal Drugs and those of Vegetable origin. Mention a few of the most important of the former and the principal sources from which they are derived.

6. State:—(a) The therapeutic use and plant of Senegae.

(b) The official preparation of Aconite Root.

(c) The different kinds of Mustard Seed as found in commerce and plant names.

(d) The official drugs under N. O. Guttiferae.

7. Write full Materia Medica notes, stating characteristics, properties, and how found in commerce, on Golden Seal and Ovum.

8. Describe the following terms: — Medicated Waters; Troches; Suppositories; Wines. Where possible give a few examples that come under daily use.

Labeling Tin Boxes.

The first thing to do in preparing a tin surface so that a label will stick to it permanently is to remove the oil or grease adhering to the surface, says H. C. Bradford in a recent issue of *Merck's Report*.

This may be accomplished most effectively by applying crude sulphuric acid to the tin with a swab made of glass wool. The acid is first diluted with water and then applied to the surface with the swab. The tin is then washed with a solution of sodium carbonate and allowed to dry. This procedure puts the tin in good shape to hold the label, provided the proper sort of paste is used.

Grease may be also removed, although not so thoroughly, by rubbing the surface of the tin to be pasted with a sponge that has been wet and rubbed on a cake of scouring soap, or even dipped into whiting. Then the surface is given a coat of some slow-drying resinous varnish.

The best varnish to use is damar, thinned out with alcohol until it is about of the consistency of compound tincture of benzoin, or even tolu tincture may be used in place of the damar.

According to Mr. Bradford, the most suitable paste to use in causing labels to stick to tin treated in one of the foregoing ways is the following:

Powdered aluminum sulphate	2 ozs.
Lump starch	16 ozs.
Concentrated lye	2 ozs.
Venice turpentine	2 ozs.
Glycerin	4 ozs.
Water	12 pts.

Mix the starch, aluminum sulphate (not alum), and 4 pints water, to a smooth, creamy paste. Dissolve the lye in about 1½ pints water, and stir slowly into the starch mixture. Next, warm the Venice turpentine until it can be worked easily, and stir it in the same manner, and then follow with the glycerin. Lastly, beat in the balance of the water, put the mixture on the fire and heat, with stirring, until it is just cooked. It should be rather soft. Stir in about half an ounce of methyl salicylate, mix thoroughly and put into jars.

Kent-McClain Again.

Recent improvements in the store of Dr. L. McLeay, of Gravenhurst, include a special bottle drawer cabinet in oak to match other fixtures. Supplied by Kent-McClain, Limited, (Toronto Show Case Co.) of Toronto.

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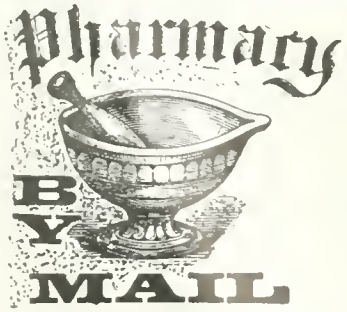

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Trade Notes

ALBERTA.

Depot Drug Co., Medicine Hat, have sold out.

The stock of Mary E. Hyman, Strome, Alta. has been sold.

E. C. Hogarth has succeeded the Veteran Drug Co., Veteran.

W. H. Upton, Pincher Creek, Alta., has disposed of his business.

Moore's Drug, Ltd., of Calgary, has been incorporated with a capital stock of $20,000.

G. A. F. Sherran & Co., have succeeded to the drug business of E. S. Hyman, at Strome.

Arthur Higinbotham was elected president and T. H. McCready, secretary-treasurer of the Association of Retail Druggists of Lethbridge. It was decided to restore the summer hours of closing—8 instead of 9 p.m.

BRITISH COLUMBIA.

Harry J. Rogers, formerly of the Georgia Pharmacy, Vancouver, is now with Campbell's Limited.

John H. Williams, druggist at Sydney, B.C., passed away in April. He was in the drug business in England for 25 years.

Pineo & Barker, of Victoria, have dissolved, W. J. Barker continuing the business under the name of "The Fernwood Pharmacy." Holmes D. Pineo is retiring.

E. P. Yarwood and Marshall Pineo, formerly of Victoria, have taken positions with the Fort George Drug Co., Fort George.

MANITOBA.

John V. Brandon, Binscarth, has succeeded to the drug business of A. J. Swan.

A. W. Lloyd, formerly of the Wheat City Pharmacy, Brandon, Man., has joined the Brandon News Ageney.

L.A. Rice, druggist, of Kildonan West, Man., has moved to St. James.

MARITIME PROVINCES.

J. E. Gallant, of Tignish, P.E.I., will erect a new store to replace that recently destroyed by fire.

Frank E. Craibe, of A. C. Smith & Co., of St. John, N. B., and one of the city's best known druggists, died suddenly.

Daniel A. Barry, druggist of Pictou, N.S., has registered as J.D.B. Fraser & Son.

QUEBEC.

The Auto-Strop Safety Razor Co., Ltd., has registered in Quebec.

The De Lux Cosmetic Co., of Montreal, has registered.

The business formerly conducted by Dr. J.A. Patenaude, 121 Ontario Street., Maisonneuve, Montreal, has been purchased by Emile Delabarre.

C. P. Marchesseault has taken over the Ontario Pharmacy, Montreal.

The Hofman Drug and Chemical Company, of Montreal, has registered.

The Dr. Charles Medical Company, of Montreal, has registered.

The drug store of Dr. J. L. Bonille, St. Anne de la Parade, Que., was destroyed by fire.

ONTARIO.

D. Pettit has succeeded W. H. Mutrie, Fergus, Ont.

P.R. Robertson has purchased the business of Dr. J. A. McNivan, of Comber, Ont.

Sweet & Dunlop, druggists at Dundas and Hamilton, have dissolved.

Jas. S. Shier has purchased the drug business of J. C. Hedley, 139 Augusta Ave., Toronto.

W. H. Craig, of Gowganda, has purchased the drug business of E. L. Taylor.

Hawkins, Limited, of Hamilton, have sold their Barton street branch.

The druggists of St. Catharines attended the funeral of Albert J. Greenwood in a body.

C. V. Pratt has taken a position as manager of the drug store of W. M. Maltby, at 1734 St. Clair Ave., W., Toronto.

H.S. Young, recently of Sudbury, has succeeded H. W. Hobson, Niagara Falls, Ont.

H. E. Hurlburt has succeeded to the business of the late W. W. Loucks, of Clarksburg, Ont.

A. J. Greenwood, of St. Catharines, died suddenly on Friday, May 14th.

Tamblyn, Limited, Toronto, have opened another store at the corner of Bloor and Dovercourt. This is their twelfth store.

Robertson's drug store, Brantford, Ont., is moving into new premises in the Temple Building, Dalhousie Street.

SASKATCHEWAN.

E. H. Griffith, druggist at Canora, has moved to Melfort.

E. J. Finerty, druggist at Hanley, has been succeeded by A. E. Cantelon.

DRUG MANAGER WANTED.

With ability to successfully manage a large retail drug business in centre of Montreal with several departments. Must be a live wire and have plenty of initiative. Best of references required as to character and ability. Apply stating age, previous experience, and salary required to "Druggist," P. O. Box 1934, Montreal.

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We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

G. B. Mills, Carievale, has started in business.

E. B. Walker has succeeded to the drug business of E. J. Mitchell, of Esterhazy.

The Wakaw Pharmacy has been opened at Wakaw, Sask.

Bruce Goodhand, previously with Robson's Drug Store, Dauphin, is now with M. E. Eby, Yorkton.

Mr. Robertson, of Regina, has taken over the management of the Elko Drug Co., Elko, succeeding Capt. R. J. Pake, who has joined the Army Medical Corps.

H. O. Whitemarch has started a new business at Hafford, Sask.

E. H. Freeman has started a new business in Readlyn, Sask.

Use Sodium Salts Instead of Potassium Salts.

Supplies of potassium salts, and the raw materials for making them, are no longer obtainable because of the prevailing shipping conditions. The shortage created, with its inevitable consequences—an increase of cost — will, of course, greatly inconvenience every user of chemicals containing the potassium base.

It should be borne in mind that except for purely laboratory purposes, the sodium salts can and will fully and admirably replace the corresponding potassium salts.

Medicinally, in fact, the sodium salts are even believed to be superior to the potassium salts, because the consensus of opinion accredits the potassium ion with a depressing action on the central nervous system and heart, while the sodium is perfectly inert or indifferent. This view is so widely held that many physicians, particularly abroad, prefer the sales, (bromide, iodide, etc.) to the potassium salts, and invariably prescribe them. This fact has not, however, been impressed upon the greater number of physicians, who largely follow traditions in prescribing, and who perhaps are not fully familiar with the sodium salts and their doses.

To these physicians it may be pointed out that the sodium or potassium salts are invariably prescribed because of the effect to be obtained from the radicals (iodine, bromine, etc.) combined with the bases, whereas neither the potassium nor the sodium base has any valuable therapeutic action. It may be pointed out that every valuable therapeutic effect obtained from potassium salt is also afforded by the corresponding sodium salt, and is practically the same dose.

This point is more fully emphasized in the following comparative table, which shows how closely the doses of the more important medicinal potassium and sodium salts are in agreement:

Salt	Potassium Dose	Sodium Dose
Acetate	15-60	15-60-120
Arsenate	1-20-1-10	1-40-⅛
Bromide	5-60	5-60
Carbonate	5-30	5-30
Chlorate	2-15	2-15
Citrate	10-40	10-60
Dichromate	1-16-¼	1-12-1-3
Glycerinophosphate	4-10	4-10
Hydroxide	¼-1	¼-1
Hypophosphite	2-30	2-30
Iodate	4-8	3-5
Iodide	3-30	3-30
Nitrate	10-60	10-60
Nitrite	½-2	1-3
Permanganate	1-2	1-2
Sulphate	20-240	20-480
Sulphite	10-60	10-60
Sulphocyanate	1-3	½-4
Tartrate	15-30	Up to 280

Many of the favorite potassium double salts, e.g., Rochelle Salt, may also be replaced with advantage by sodium preparations of equal medicinal value, such as sodium phosphate, either as such or in the form of the agreeable effervescent salts.

In technical operations, too, the sodium salts can fully replace the potassium salts in almost every case, as the reactions and constituents of the corresponding potassium and sodium salts are in perfect agreement. Only in combining power will there be found a difference between the potassium and sodium salts, due to the lower atomic weight of sodium, and the presence at times of water of crystallization in different quantities most frequently in favor of the sodium salts.—*Practical Druggist.*

A Comparison of the Value of Various Flavorings for Emulsion of Cod Liver Oil.

By George M. Beringer, Jr.

For some time the writer has surmised that a systematic study of this subject would yield many surprises. The results seem to justify that surmise.

A quantity of plain emulsion of cod liver oil, U. S. P., without flavoring, was prepared. To separate portions of this, were added all the commonly known volatile oils and aromatics of a pleasant flavor. These were used in the proportions of 4 c.c. per litre, except in the few cases otherwise noted. The samples thus prepared were arranged in the order of the value of the various flavors in disguising odor and taste. Of course, the placing of any individual sample in such a series would vary somewhat according to the personal taste of the observer. It is not thought, however, that the average observer would make a change in the position of any given sample of more than one or two numbers, so that such an arrangement would give a fair idea of the relative values of the flavors employed. The series thus arranged seemed naturally to divide itself into several fairly distinct groups.

In the first group came oils of coriander and geranium, which completely covered, *i. e.*, blended with or drowned, the fishy flavor of the cod liver oil, so that it was not apparent to taste or smell. Oils of anise and cardamon (the latter in the proportion of 2 c.c. per litre), also in the same class, are almost equally valuable.

The second group consisted of oils of bitter almond, cloves and pimenta, and, also, vanilla (1 gm. per litre). These only partly covered the taste and odor of the cod liver oil, but were very persistent, and might prove of value blended with some of the flavors in the first group.

The third contains oils of peppermint, spearmint, lemon, orange and Ceylon cinnamon. These flavors stand out very strongly and almost completely mask the odor, *but not the fishy taste* of the cod liver oil. In the latter respect they are distinctly inferior to those of the second group.

In the fourth group stand oils of caraway, cassia, sassafras, wintergreen, betula and nutmeg. These flavorings seem actually to *accentuate* the fishy taste of the cod liver oil! This is particularly noticeable in the cases of wintergreen and nutmeg. Wintergreen flavor comes out strongly both in taste and odor, but has no effect whatever in drowning the fishy taste.

Coumarin was tried in the proportion of 1 gm. per litre, as it was thought it might have value as a blend, but the indications were very unfavorable.

A cacao emulsion of cod liver oil has been recommended by a large manufacturer with the statement that it is "entirely free from fishy taste and odor." This does not seem to be quite true, and, it seems to the writer, that what little disguise the preparation gives is due mostly to aromatics and substances other than the cacao which it contains. A comparison of the samples with others of the series will show, it is believed, many better and simpler flavorings. —*Proceedings New Jersey Pharmaceutical Ass'n.*

Cardboard Receptacles for Liquids.

Methods used successfully to make cardboard articles strong and waterproof, so that this material may be used for vessels and receptacles for liquids, are described by a writer in the *Revue Scientifique* (Paris) as follows:

"For some time current use has been made of various utensils of paper or cardboard (which is nearly the same thing, since wood pulp is always employed), but perfectly impermeable to water. They are at once light and unbreakable, except under considerable shocks, or rather pressures. In this way are made basins and receptacles of all kinds.

"Two or three processes are in general use for obtaining the desired result, and for giving two sheets of cellulose or paper pulp the proper degree of rigidity and impermeability. Thus, the material has been treated with a hot mixture of asphalt, turpentine, and strong glue dissolved in linseed oil. A process is also used in which the cellulose articles are saturated with a solution of resin in petroleum, linseed oil and paraffin. Also, and more simply, the surface may be brushed with a solution of varnish in linseed oil; but in this case the whole mass of the wood pulp does not become hardened.

"A process that is well spoken of consists in immersing the paper articles in a solution of a resinous soap; when this has permeated thoroughly they are placed in a hot bath of zinc chlorid and passed between rollers, then washed and dried in an oven; finally they are treated with paraffin oil and then vigorously ironed. The interesting feature of this process is that by its means we may obtain objects that remain flexible, while acquiring exceptional strength.

"It should also be added that sheets of ordinary paper are some times treated in a bath of nitric acid, or in a solution of a nitrate, then piled one on another and subjected at once to considerable pressure. This causes them to adhere and form a perfectly strong sheet of cardboard."

A Condensed Guide to the B. P. for 1914.

We are in receipt of a copy of what is called "A Condensed Guide to the British Pharmacopoeia for 1914," issued by the National Drug and Chemical Co. This guide shows that quite a few changes have been made since the publication of the 1898 issue, there being over one hundred names deleted from this old edition. Every retail druggist should have a copy of the Guide in the store. It is free for the asking. Write National Drug and Chemical Co., of Canada, Limited.

A man who is disappointed in his automobile, doesn't need a car-berater.

The Signature of *Chas. H. Fletcher.* Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
250 WEST BROADWAY, NEW YORK CITY.

Chas. H. Fletcher. President.

The Canadian Druggist

Vol. xxvii | Toronto, July, 1915 | No. 7

Some Problems of the Retailer

Statistics Show Why Retailers go out of Business.

According to a recent report from Bradstreets, the majority of the small retailers who fail, suffer from incompetency, rather than from lack of capital. Some interesting figures are given below which prove, to a great extent, the truthfulness of the above assertion.

OVER-BUYING.

Statistics prove that over 30 per cent. of the failures among retailers in Canada and the United States during 1913 were due to over-buying.

Months before the selling season starts many injudicious merchants are persuaded by the smooth, experienced traveling salesman into believing that his particular line of merchandise is going to sell like "hot-cakes." He names certain stores in other towns which placed big orders, and adds that there is doubt about future orders being filled, thus persuading the retailer into over-buying.

Some unscrupulous manufacturers and jobbers overload retailers with small capital to the extent of jeopardizing their credit with other houses, thus practically placing these retailers in their clutches.

When the traveling salesman from one of these houses calls, the retailer feels obligated to give him an order, whether he needs the goods or not, fearing if he doesn't the house may demand a settlement which he could not make. Hence, the retailer continues to overbuy, paying the long price, too, because he is not in a position to dictate terms.

Every stock should be returned at retail from three to twelve times a year (according to the stability of the merchandise). In specifying retail price, it means if the merchant has an average stock through the season of $10,000 at retail selling price, then he should do, if his stock calls for a four-time-a-year turn, a $40,000 business.

The large, successful retailer figures how often he can turn his stock, and buys carefully as sales require. This has put him where he is to-day, while the reverse has kept down the small retailer.

I once heard a successful merchant say, in giving instruction to his buyers: "I much prefer to see ten invoices for $100 each come in than one of $500."

Even when the injudicious retailers discover they have bought unwisely, they are also slow or sometimes lack the nerve to take what sooner or later must become a necessary loss. They are "hangers-on" of out-of-date styles and poor sellers, hoping eventually to get the original sale price, while the successful retailers, big and small, act quickly in turning stock, thereby getting the cash with which to purchase what the trade is demanding.

Another big financial error many small retailers make is their failure to take cash discounts. Very few realize what a high price they pay for the privilege of taking full time on their invoices. For instance, 1 per cent. in 10 days on a 30-day bill means 18 per cent. per annum. Example: Invoice $1,000, 30 days net, 1 per cent. for cash in ten days. If the merchant pays in ten days he receives $10 cash discount, which, in effect, is the interest the wholesale house pays him for the use of $1,000 for 20 days unexpired time. This is at the rate of 18 per cent. per annum. Proof: The interest on $1,000 for 20 days at 18 per cent. is $10.

The value of discounting one's bills does not lie only in the amount thus ssaved, though this is considerable in view of the fact that the discount rate is so much above the banker's rate for money that it would be a good investment to discount even if the money had to be borrowed for the purpose. The prestige which comes with gaining a reputation as the firms who discount their bills is worth a great deal. The manufacturer and wholesaler generally save their special offerings for the gilt edge accounts of this kind.

FIRST COST IS NOT THE WHOLE COST.

Some retailers neglect to figure selling or overhead expense on top of first cost. I venture to say that many of them, if asked what an article cost will say, for instance, $18 a dozen, $1.50 apiece, neglecting to add their per cent. of overhead expense, which for safety should be based on the selling price.

For example: If a retailer is doing a gross business of $50,000 a year at an expense of $10,000, then he is doing business at a cost of 20 per cent. on his gross sales.

If he pays the manufacturer or jobber $1 for an article, he must sell it at $1.25 to recover his net cost of

doing business, and the retailer who figures otherwise is a loser.

THE SMALL MERCHANT LOSES VALUABLE TIME.

I know a lot of retailers who are laboring under the false impression that in order to make a success, they must personally do the so-called chores about the store—everything from opening up to sweeping out, dusting off, keeping stock,etc.—work which a $10 a week employee properly instructed might do. These merchants had far better be taxing their brains, estimating with care possible sales, making sure that expenses are reasonable, thus resulting in a profit-making stock turn.

THE IMPORTANCE OF SHOW WINDOWS.

Years ago, large, successful retail merchants learned that display windows and cases were a big asset, while even to-day many small merchants and a few incompetent large merchants overlook or neglect important features of their business.

I have known retailers to let window displays stand one to four weeks without change until the merchandise became dusty and fly-specked—their window displays and advertising seldom harmonized, whereas the properly conducted store makes frequent changes in keeping with its advertising.

The retailer who is neglecting his display windows should stop to do a little figuring for himself, and he will discover that he would not agree to pay $3,000 for his $10,000 store room without show windows or front excepting the entrance, consequently he must be paying $7,000 a year rent for the show window space, and if he is—it's commercial suicide to neglect this valuable space.

Again, many retailers change their show window displays during the busiest hours of the day, when the streets are crowded with shoppers, while the rightly conducted store engages experienced window trimmers to make their changes over night, having the displays ready for business in the morning. Changing show window displays during the shopping hours is much like taking the highest priced salespeople off duty when the store is full of customers.

Of course I realize that many stores are not large enough to justify the engaging of an experienced window trimmer. In these cases I would suggest the proprietor or manager giving this work personal attention. If he watches the trade papers in his particular line he will secure many valuable ideas of how to successfully advertise and display merchandise.—*Ex.*

Kent-McClain Again.

Mr. J. B. Hodgins, of Nanaimo, B.C., is taking care of his kodak department this year by the addition of a special fixture for the purpose, supplied by Kent-McClain Limited (Toronto Show Case Co.), of Toronto.

"All the fools are not dead yet," said the sarcastic man.

"What's the matter with you?" asked the simple one. "Aren't you feeling well?"—X.

Improved Pulvis Ecetanilid Comp.*

By F. W. Kaiser, Milwaukee.

While the scientific side is usually considered under this caption the practical side should not be lost sight of. This applies especially to the druggists in the city who barely eke out a living owing to the keen competition and the department stores. In considering the compounding and devising of formulas we must also bear in mind the physiological action and practical therapeutic value of the ingredients.

With this object in view I shall attempt to criticize Pulvis Acetanilide Compositus as prepared according to 1900 and the 1905 editions of the Pharmacopoeia. The former was:

Acetanilidi	50 gms.
Caffeine	2 gms.
Tartaric Acid	3gms.
Sodium bicarbonate	45 gms.

The 1905 issue changed this, making the preparation as follows:

Acetanilidi	70 gms.
Caffeine	10 gms.
Sodium Bicarbonate	20 gms.

The latter, I believe, is an improvement on the former, inasmuch as the quantity of Sodium Bicarbonate which was out of proportion, was reduced and the Tartaric Acid eliminated. The use of free Tartaric Acid I regard as unwise, because it probably had an effect similar to that of caffeine citrate which in excessive amounts, due to a reaction in the stomach, produces a nauseating effect.

This is especially true in stomach disorders, as headaches. Therefore, the second preparation is superior to the first.

As an improvement on both I would suggest the following:

Acetanilidi	70 gms.
Caffeine	10 gms.
Sodium bicarbonate	20 gms.
Ammonium Carbonate (Squibbs)	10 gms.

The foregoing formula embraces practically the ingredients contained in all of the "als," "iols," and "ines" in the long list of proprietary remedies now on the market.

My reason for advocating the addition of Ammonium Carbonate is that it appears to have a special affinity or positive chemiotactic reaction of the Lactic and Butyric Acids and their compounds which are invariably present in the stomach during the attacks of headache.

They probably are the exciting causes of the pain, etc. The Ammonium Carbonate neutralizes these acids more efficiently and with more rapidity than an excess of the weak Alkali Sodium Bicarbonate. It facilitates the absorption of the Caffeine and Acetanilidi which seem to reduce the congestion of the brain and nervous irritability more rapidly, thus relieving the headache.

This preparation should be kept in a well-stoppered bottle and should be dispensed in waxed papers or in capsules. When these precautions are observed it will be found to be very staple. It makes ideal headache powder which gives quick relief, and above all can be given with comparative safety.

*Read at the 1914 meeting of the Wisconsin Pharmaceutical Association.

THE FAVORITE SUMMER SMOKES

Side by side with Ice Cream Sodas, Sundaes and Limeades, are "Columbia" Little Cigars.

They are the big sellers in summer—the favorite smoke of all who enjoy the fragrance and flavor of a thoroughly good cigar.

Push them to the front, "COLUMBIAS" pay.

COLUMBIA Little Cigars

"Silver King" GOLF BALL

OPEN CHAMPIONSHIPS

BRITISH (Muirfield),—1st, Ray; 2nd, Vardon; 3rd, Braid.

FRENCH (La Bonlie).—1st, Gassiat; 2nd Vardon; 3rd, Tellier; 4th, Ray.

ALL PLAYED THROUGHOUT WITH THE

"SILVER KING" BALL

USE IT ALSO AND IMPROVE YOUR GAME

At All Sporting Goods Dealers

"MADE IN CANADA"

DRUGS

W.C. YOUNG
PRESCRIPTION DRUGGIST

MR. DRUGGIST:

Burn your name and location permanently in the memory of the passing public by the use of a

FLEXLUME DAY AND NIGHT ELECTRIC SIGN

There is an individuality about a Flexlume Drug Sign, the mortar and pestle being moulded especially for the use of Druggists.

These signs are durable and attractive.

Write to-day for Bulletins and special discounts to Druggists.

FEDERAL SIGN SYSTEM (Electric)

SOLE AGENTS FOR

FLEXLUME SIGN COMPANY, LIMITED
TORONTO, CANADA.

The Debt Which Medicines Owe to Secret Preparations.*

By Otto Raubenheimer.

Professor of History of Pharmacy, College of Jersey City.

PATENT MEDICINES.

The reason that some of the proprietary remedies are called "Patent Medicines" is that they were originally patented, and I herewith present a list of some of the remedies still used to-day, together with the date when they were patented:

Haarlem Oil	1672
Godfrey's Cordial	1720
Bateman's Pectoral Drops	1726
British Oil	1742
John Hooper's Female Pills	1743
Dr. James' Powder	1747
Roche's Embrocation	1803
St. John Long's Liniment	1820

All of these old remedies are still extensively used to-day, in spite of the fact that some of them have been patented almost two hundred and fifty years ago. The Female Pills, originated by John Hooper, apothecary, and man-midwife as he was called, continue to have a very large sale, in fact the ladies could not do without them!

PREPARATIONS ORIGINATED BY PHYSICIANS AND PHARMACISTS.

Physicians and pharmacists have lent a helping hand in originating preparations which have greatly enriched our Materia Medica, for instance:

Paregoric was originated by Dr. Le Mort, Professor of Chemistry at the University of Leyden, and predecessor of the immortal Boerhaave.

Wine of opium, originated by the celebrated English physician, Sydenham.

Comp. Powder of rhubarb originated by Dr. James Gregory, Professor of medicine at Edinburgh.

Calamine Ointment, originated by Dr. Daniel Turner, a celebrated surgeon at London.

Powder of Ipecac and Opium, by Thomas Dover, Doctor and Pirate.

Solution of Potassium Arsenite, by the Apothecary, Thos Fowler.

In connection with Fowler's Solution, I beg to state that he originally kept its arsenic content secret, and named it Mineral Solution.

CHEMICALS AS FORMER SECRET REMEDIES.

Perhaps the most important of this class is Rochelle Salt, which was accidentally discovered by the French Apothecary Pierre Seignette in 1672, and the composition of which was kept secret for almost sixty years, until at last in 1731 two French pharmacists made an analysis.

Sodium bicarbontee was introduced into medicine by the Berlin apothecary, A. W. Bullrich, as his "Universal Salz" in 1840. Mr. Commissioner let me point out that Bullrich "threw the ball" for a number of years, and at the same time succeeded in getting "rich" from it. Nevertheless pharmacy and medicine owe a great debt to Bullrich for introducing this chemical into therapy.

FORMULAS OR SECRET REMEDIES SOLD.

Many of the secret remedies became celebrated Panaceas and obtained such fame, and did such an amount of good that the formulas of same were bought by monarchs in those days at a very fancy price. This, Mr. Commissioner, is an entirely different procedure as to what the present Board of Health in our great City of New York pretends to do!

The following are some of the examples:

Louis XIV, King of France, bought the following:—Tablor's Cinchona remedy in 1780 at 2,000 Guineas; Helvetius' Ipecac Remedy in 1686 at 1,000 Louis d'or; Glauber's Kermes Mineral in 1720 at a fancy price.

Louis XV—La Mothe Tincture, giving him a pension of 4,000 a year.

Louis XVI—Mme. Nouffer's Tapeworm Remedy at 18,000 Livres.

King Charles II, of England—Dr. Godard's Drops for 6,000 pounds Sterling.

Empress Catharine II, of Russia —Bestuscheff's Tincture for 3,000 Rubles.

EFFECTS OF THE PUBLICATION OF A FORMULA.

Mr. Commissioner, let me give you a striking example of the effects, the bad effects, of the publication of a formula. The specific example is that of Warburg's Tincture, one of our standard remedies of to-day.

Originated in 1840 by Dr. Carl Warburk, an Austrian physician, it soon proved to be a specific in Malaria, and Ague. In spite of being a secret remedy, the Austrian Imperial Health Board in 1848 ordered this tincture to be kept in stock in all the pharmacies of the Empire, and even established at Vienna, a central depot at which the preparation was manufactured under the supervision of the inventor.

The fame of Warburg's Tincture spread as far as India, and it was considered as one of the necessities of all British soldiers going to that country. In consequence of this, the preparation obtained a tremendous sale. At last Dr. Warburg was persuaded, in fact pressed to disclose his secret formula. Warburg did so. What was the consequence? Warburg died in poverty!

A well known judge dined recently at a West End hotel, where the man who takes care of the hats is celebrated for his memory about the ownership of headgear.

"How do you know that is my hat?" the judge asked, as his silk hat was presented to him.

"I don't know it, sir," said the man.

"Then why do you give it to me?" inquired the bewildered judge.

"Because you gave it to me, sir," replied the man, without moving a muscle of his face.

*From an argument before the Board of Health, New York City. From the Bulletin of the College of Jersey City.

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904

Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD,

LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

PHARMACEUTICAL SECOND TO NONE **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES

SCALE PREPARATIONS BISMUTH SALTS ETHERS

PHOSPHORIC ACID

ESSENCES SICCATIVES ACIDS COLLODIONS

OAKEY'S

WELLINGTON KNIFE POLISH—Prepared for Oakey's Patent Rubber Knife Boards and all Patent Knife Cleaning Machines. In Canisters.

"POLYBRILLIANT" ROUGE POMADE—For cleaning all metals. In tins.

WELLINGTON BLACK LEAD—The best for polishing Stoves, Grates and Ironwork, without waste, dirt or dust.

FURNITURE CREAM—For cleaning and polishing Furniture, Patent Leather, Oil Cloth, etc. Glass and Stone Bottles.

BRUNSWICK BLACK—For beautifying and preserving Stoves and all kinds of Ironwork. In bottles.

SILVERSMITH'S SOAP—(Non-Mercurial) for cleaning and polishing Silver, Electro-Plate, Plate Glass, Marble, etc. In Tablets.

Sold everywhere by Ironmongers, Grocers, Druggists, Oilmen, etc.

John Oakey & Sons, Limited

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

WELLINGTON MILLS, - LONDON, ENGLAND

A Satisfied Customer is the Druggist's Best Advertisement

The Marvel Whirling Spray Syringe

Gold Medal Awarded---Paris, 1902
By the Societe d'Hygiene of France

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully protected by patents

IT IS A MARVEL

You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

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All Jobbers Sell it

War's Effect on Supply of Medicines.

By Martin T. Wilbert.

Technical Assistant, Division of Pharmacology, Hygenic United States Public Health Service.

The war has demonstrated as no other combination of circumstances could the degree to which we in this country are dependent upon Europe for the ordinary supplies of drugs and medicines. This dependence has been particularly emphasized by the unprecedented increase in the price of some of the more widely used drugs and the practical exhaustion for the time being of some few of the more important articles of materia medica that are made or controlled in the European countries now at war.

Probably the chief reason for the rapid rise in values was the fact that the available stocks of many of the staple articles during the summer months are usually at a rather low level, and that practically all of the great drug markets of the world are in the war zone, so that stocks on hand in these ports are not available for export, either because of blockade or because the local government has interdicted the exporting of drugs.

THREE CITIES VIRTUALLY CONTROL TRADE.

It is not generally known that by far the greater number of drugs sold in the different countries of the world are marketed through London, Hamburg and Trieste. A few drugs, like the products of the Dutch colonies, are marketed through Amsterdam, and some of the drugs produced in Turkey and western Asia come to us directly from Constantinople or Smyrna. The bulk of the drugs used, however, even those of American origin, is distributed from the great drug markets of the world in the cities mentioned above.

The greatest uncertainty in the American supply of drugs is in connection with what are commonly known as botanicals. During the summer months, the available stocks of these drugs are usually at an exceptionally low level, because of the fact that many vegetable drugs deteriorate more or less on keeping, and, of some at least, supplies are not kept over from year to year, the new crop of drugs being available for distribution late in the summer or early in the fall, just about the period in which the war had its origin. A few of these drugs, like digitalis, stramonium, dandelion, and burdock root have become acclimated in different sections of the country, and would be available in large quantities for the gathering.

SYNTHETICS MOST DIFFICULT PROBLEM.

The greatest difficulty in securing supplies of drugs during the coming year will no doubt be encountered in connection with the so-called "synthetics," articles made directly or indirectly from coal-tar. Practically from its beginning this business has been monopolized by European manufacturers, largely because of the better equipment of their manufacturing establishments, and also because of the marked difference in the cost of labor. Even the simplest products, like benzol, aniline oil, carbolic acid, salicylic acid, and benzoic acid, are made almost exclusively in Europe, and the prices at which these several products are being held at the present time in this country is entirely out of keeping with their cost of production, were American manufacturers equipped with the necessary apparatus to make them. Benzoic acid, for instance, is being quoted at ten times the price at which it could be purchased a short time ago, while salicylic acid commands five times the price and phenol ten times the price asked for them before the outbreak of the war.

These inordinately high prices must be paid despite the fact that we in this country have unlimited amounts of the raw material, and produce probably more coke than any other country in the world. Unfortunately but a comparatively small amount of this coke is now made in by-product plants because of the limited market for the coal-tar produced. Heretofore much of the domestic coal tar was sent to Europe to be manufactured there into phenol, aniline oil, benzol, toluol, and the thousand and one products made from them which in turn were sent back to us to buy at very much enhanced values. During the fiscal year ending June 30, 1913, the coal-tar products entered for consumption in the United States, aggregated a total declared value at the port of entry of more than $15,000,000.

VOLATILE OILS MATERIALLY AFFECTED.

An important branch of the drug and spice industry which has as yet not been developed to any appreciable extent in this country is the production of volatile oils, perfumes and related products which in 1913 were imported to the value of nearly $7,000,000. The prices asked for some of these products, even for the few oils made in this country, have advanced materially, and it will be some months before normal conditions can again be brought about. Many of these oils could or should be produced in this country from materials imported direct from the East or West Indies and other tropical or subtropical countries not involved in the present war.

An interesting illustration for the need of establishing an independent source for products of this type is to be found in thymol. This article less than three months ago was quoted at the then rather high price of approximately $2 per pound, while at the present time the price quoted is $15 a pound with the available stock on hand practically exhausted. In a commercial way this substance is obtained principally from ajowan oil, the volatile product obtained from the seed of an umbelliferous plant in India. Thymol also occurs in the oils of horse mint, dittany, thyme, and wild thyme. Horse Mint (Monarda punctata) is an American labiate that could be gathered in large quantities or cultivated, like peppermint or spearmint, for the economic production of thymol. For the immediate future, however, there is no good reason why ajowan seed should not be imported into this country directly from India and other countries where it is grown and thymol produced economically in sufficiently large quantities to supply the demand.

Millions of Potato Bugs Must be Poisoned During The Next Few Weeks

Stocks of Paris Green are Light.

Order Now to Prevent Disappointment.

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PEROXIDE FACIAL SOAP

Unquestionably the best antiseptic soap on the market today. It contains the best known antiseptics to the Scientific World. Unexcelled for skin diseases and eruptions of all kinds.

A free booklet given with each cake of soap, dealing with the care of the complexion, hair, etc. Packed in individual cartons and 1 dozen in a large display carton. Half gross of samples given free with each gross of soap and a handsome window display.

Special price for quantities

Write for particulars.

Dominion Soap Co., Hamilton, Ont.

No up-to-date Druggist can afford to be without this Soap.

A few drugs and chemicals, notably the alkaloids, such as cocaine, morphine, and quinine, will of necessity be very widely used in the countries now at war, in the treatment of the sick and wounded, and this greater demand for these commodities will probably tend to prevent any decrease of their price to the normal in the near future.

The scarcity and accompanying increase in the price of drugs is, of course, only one of the many burdens that have been or will be imposed on us by the interruption of normal trade conditions, but this burden may have a redeeming feature in it that will teach us to exercise greater care in the sale of these commodities, will tend to encourage their production in this country, and should suggest the practicability of establishing for ourselves and for the American continent generally a distributing center for the drug products of the world that will be independent of the now existing drug markets in European ports.

Benzol Scientifically Described.

Benzol, the low boiling distillate of coal tar, boils at 45 degrees centigrade and must not be confounded with benzine which is a mixture of various hydrocarbons of light specific gravity, obtained in the distillation of petroleum and boils at about 100 degrees C. Originally the two names benzol and benzine were applied to the same substance, but after the discovery of petrolatum, it was found that the liquid obtained by the distillation from coal tar was quite different from that obtained by the fractional distillation of petroleum having the specific gravity 0.638 to 0.660 benzine. It is unfortunate that in Europe and on the continent especially, the term benzine is used for both liquids. The two substances are essentially different, although resembling each other somewhat in their solvent powers.

"Benzol is a definite hydrocarbon of fixed constitution.

"Benzol can be frozen; petroleum benzine has never yet been congealed. Petroleum benzine boils at from 45 degrees to 60 degrees centigrade, while benzol boils at 79 degrees to 80 degrees centigrade.

"Benzol can be converted into nitro-benzol and by further treatment into aniline colors; petroleum benzine can not.

"In consequence of the great volatility and extreme inflammability of benzol and its attendant hydrocarbons much care is necessary, both in their preparation and in their subsequent use in order to avoid any possible exposure to flame. Very serious accidents have taken place from want of proper caution in this respect."—*Paint, Oil and Drug Review.*

The little moths are never gay,
They never dance at all:
I wonder what they do when they
Attend a comphor ball.—X

The Life Blood of Business.

An enterprising editor of a popular magazine sent out one hundred test letters to subscribers, selected at random, asking each recipient to state which features of the latest issue were in the reader's opinion the most interesting and valuable. Of the replies received nearly one-half specified certain attractive advertising pages. It dawned upon the editorial mind that advertising has grown to be, in the estimation of millions of people, a most interesting department of the publishing business. Advertising constantly carries messages that tell of things wanted and where to get them. It is the great modern time-saver. This is true of the trade magazine to a much larger degree than in any other department of serial publishing. Trade serials are printed not to amuse but as a vehicle bringing the seller and the buyer together. The subscriber may miss the general reading matter, but it is most important to him as a matter of business, to find out what the advertising pages offer him that is going to help him to more production, more saving and larger profits. To-day advertising is universal. Printed publicity is the life-blood of industrial progress everywhere. —*Confectioners' Journal.*

Influence of the Retailer.

Jobbers and manufacturers are realizing more and more every year that the retailer is an important cog in the machinery of distribution—the only factor that comes in direct personal contact with the consumers—and that his influence as a creator of demand is considerable, and, in fact, steadily increasing.

There are still some jobbers and manufacturers who believe, or pretend to believe, that the retailer "cuts no ice" in the game— that they may safely, and even contemptuously ignore him, spend all their energy and money working up "consumer interest," and that their man, Friday, the retailer, will uncomplainingly hand out the goods on a margin equal to just about half his cost of doing business. But jobbers and manufacturers of this class are gradually getting "what's coming to them," and steadily become fewer in number.

In fact, extensive and comprehensive tests have demonstrated two facts very conclusively: (1) That the best advertised goods are the best sellers; and (2) that the retail merchant is more important than all other factors combined as an influence causing customers to buy certain brands of goods in preference to others.

Incidentally these tests also show that trade journals, going exclusively to the retailer, are the proper and more efficient mediums for the use of jobbers and manufacturers in placing the merits of their products before the trade, and demonstrating their inclination to co-operate and deal fairly with the retailer.—*Ex.*

"What kind of cigars do you wish to give your husband, madam—Havana or domestic?"

"Oh, domestic, by all means. I'm giving them to him to encourage him to spend his evenings at home."—x

When a Druggist Sees a Tin of

Glaxo

"THE FOOD THAT BUILDS BONNIE BABIES"

He Thinks of Protected Prices and "A Square Deal"

Retail Prices: 40c, 80c and $2.00 per Tin

To back up a selling plan, which has as its object the protection of a legitimate profit for every retail druggist in Canada, Glaxo has the high quality necessary to gain and maintain the recognition of the public.

"The Food that **Builds Bonnie Babies**" will make friends of your customers.

"Each Satisfied Customer Is an Added Stone in the Building of the Wall of Success."

Order Glaxo from your regular wholesale supply house

Glaxo

418 Dominion Bank Bldg
TORONTO

NOTICE!

Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

also Kut Kure, Liquid Court Plaster

Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

The Arlington Co. of Canada, Ltd.
58 Fraser Ave. Toronto, Ont.

DOLORANT

Trade Mark Registered
TABLETS
"NATIONAL"

ANTIPYRETIC and FEBRIFUGE

We take pleasure in drawing the attention of the Medical Profession to **"NATIONAL DOLORANT TABLETS."** These tablets are composed of **SALACETIC ACID** and our new **SOLUBLE STRYCHNINE.**

Salacetic Acid, as is well known, is made by the action of Acetyl Chloride on Salicylic Acid, and has been extensively prescribed under the names of **"ACETYL-SALICYLIC ACID," "SALICYL-ACETIC ACID"** and **"ASPIRIN."**

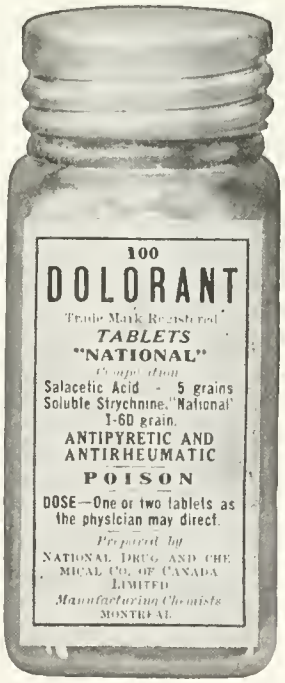
Many physicians of late have prescribed **STRYCHNINE** in combination with **ASPIRIN** for the sake of its stimulating effect, but the ordinary Salts of Strychnine do not act simultaneously with the Antipyretic, and do not lend themselves to the correction of the gastric troubles following the use of **ASPIRIN.**

Professor Alex. B. J. Moore, Dean of the Montreal College of Pharmacy and head of our Central Laboratories at Montreal, has produced an almost tasteless **SALT OF STRYCHNINE,** which is one hundred and twenty times more soluble than the alkaloid itself. It produces in the same dose the Strychnine characteristic effects upon the heart and the central nervous system.

The use of this agent in combination with **ASPIRIN** represented in **"NATIONAL DOLORANT TABLETS"** produces the desired combined effect, and allays to a remarkable extent the gastric disturbances following the use of a combination containing a less soluble Salt of Strychnine

Free Sample Supplied to Physicians on Application.

PUT UP IN BOTTLE OF 100 TABLETS.



NATIONAL DRUG & CHEMICAL CO. of Canada, Limited

Central Pharmaceutical Laboratories, MONTREAL.

How Much Should Compressed Tablets Vary in Weight?

In the manufacture of compressed tablets it is impossible to make every tablet of any particular lot weigh exactly the same as every other tablet. It is quite possible that a drug decision may be issued which will fix a legal standard for the maximum amount of variation which is allowable in the weight of compressed tablets, and the question naturally arises, How much variation should be allowed? asks Mr. C. H. Biggs in an article in a recent issue of the *Practical Druggist*.

Before going into a discussion of the variation in the weight of tablets, I would first call your attention to the other methods of dispensing medicines in order that we may compare the variation in the individual doses by these methods with the variation in individual tablets.

The several methods of dispensing medicines are quite familiar to all of us. They may be classified roughly as powders, liquids, gelatine capsules, pills and tablets.

Powders.—In the early recollection of the writer, there is a very vivid picture of the family doctor seated at a table and preparing powders by measuring out portions from several bottles by means of his pen-knife or spatula. As to the accuracy of this method of putting up prescriptions, there can be little doubt that there were great variations in the amounts of the different ingredients—variations amounting to 100 per cent. or more.

The usual method of preparing powders in the drug store consists of spreading out the properly weighed and mixed material as evenly as possible and dividing it into the requisite number of powders with the spatula. Is there any druggist present who is willing to guarantee that the powders prepared in his pharmacy by this method will not vary more than 10 per cent. or even 20 per cent. in weight. And yet this is the approved method of dispensing powders.

Liquids.—The two principal methods of giving liquids is by teaspoonfuls and by drops. How much variation do you suppose there is in teaspoonfuls as measured by different individuals, or even by the same individual at different times? It is safe to say that one man's conception of a teaspoonful may be twice that of another. A test carried out by the writer to determine the variation in a teaspoonful of water is measured by ten different persons using the same teaspoon showed a variation of 71 per cent. A still larger variation might be expected if different teaspoons were used.

The other method of dispensing liquids, by drops, is used for more concentrated and more active solutions. It might naturally be expected that this method of dispensing would be very accurate, and yet we all know that there is a big variation in the size of drops. The size of a standard drop has been well defined. However the difficulties of specifying and preparing a dropper that would deliver a standard drop were so many that the Committee of Revision of the U. S. Pharmacopoeia has refused to recognize a standard dropper.

The size of a drop depends on the consistence of the liquid, and size and kind of surface from which it is dropped. A pipette with a large opening will deliver twice as much water to the drop as one with a small opening. Here, then, again we have another variation of 100 per cent. in this means of dispensing liquids.

Capsules.—Happy is the druggist who has a prescription to fill calling for capsules, for these do not vary in size. He has only to weigh out the proper amount of material and fill it into the proper number of capsules. But, alas! he must divide the powder as before in the case of dispensing powders or he must fill the capsules full until the material is all used, and guess at the amount in each. Have you ever weighed the contents of ten capsules put up in your store and noted the variation in the weight of individual capsules? Don't do it. Send a prescription for capsules to your nearest competitor and weigh ten of his capsules individually, and then you will have something to talk about.

But enough of powders, liquids and capsules. How about the variation in the weight of compressed tablets? Here the pharmacist can be excused from responsibility for the accurate weight of these rests largely with the pharmaceutical manufacturers who make the bulk of all pills and tablets.

Tablets can be divided into two classes according to the method of manufacture; namely, compressed tablets and tablet triturates. The several steps in the manufacture of compressed tablets are, first, the milling and mixing of the various ingredients until the mixture is entirely uniform; second, the conversion of the powdered material into fine granules that will feed properly in the machines. The last step is the one that controls the size of the tablets. The tablet machine first measures a quantity of the granulation, and this is then compressed into a tablet by a punch and die. The size of the tablets can be controlled readily by the operator by regulating the size of the measuring chamber, but the variation in the weight of the individual tablets depends on the accuracy with which the machine measures the granulation and the uniformity of the latter.

In preparing a lot of tablets, the operator first adjusts his machine until it will deliver ten or twenty tablets that will weigh exactly the required number of grains. He is then ready to run out the whole lot, but it is quite necessary that samples be taken at frequent intervals and the weight checked, in order to see that the machine stays properly adjusted. If at the end of the operation the tablets be counted and the actual yield be compared with the theoretical, the amount of variation can be calculated. In looking over the records for several large lots of tablets taken at random from our files, the writer finds a variation of two per cent. or less from the theoretical yield. On one lot the material for 2,000,000 tablets was made into 2,002,594 tablets, while another lot of material for 3,000,000 tablets actually gave 3,010,404, which is a variation of 0.1 per cent. and 0.3 per cent. respectively.

When we compare the accuracy with which this ma-

Now, take Sunburn-

or any other kind of a burn; dermatitis, poison Ivy, insect bites, etc.—

Physicians say there's nothing so comforting; so convenient; so quick-healing and safe, as

Antiphlogistine
TRADE MARK

Spread on **Thick** and—COLD; better **cold** in burns. Takes out the "heat"; releives pain; saves the skin. Antiphlogistine goes on easy—comes off clean.

"There's only ONE Antiphlogistine"

THE DENVER CHEMICAL MFG. CO.

107 LAGAUCHETIERRE ST., MONTREAL

HOWARDS'
BRITISH

Quinine
Camphor
Iodides
Mercurials
Bismuth Salts
Sodii Bicarb
Caffeine, etc.

SPECIFY "HOWARDS"

Keep the Money in the Empire and
Get the Purest and Best
at the Lowest Market Prices.

THE CANADIAN DRUGGIST

is the

Best Advertising Medium

For Wholesale Druggists, Stationers and Manufacturers of Toilet Powders, Hair Brushes, Combs, Shaving and Fancy Soaps, Photographic Supplies, etc.

Send your copy in and give
us a three months' trial.

THE CANADIAN DRUGGIST
TORONTO

SAL HEPATICA

Small	size, per doz.,	$2.85
Medium	" "	5.70
Large	" "	11.40

GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small	$ 5.70
Per dozen in 500's	34.00

$20.00 lots less 5 p.c. trade disc't
50.00 lots less 10 p.c. trade disc't
Terms, 5 p.c. 30 days.
Through Jobbers.

BRISTOL-MYERS CO.

Brooklyn New York

Canadian Agents
The LYMAN BROS & CO. Limited, Toronto
LYMANS, LIMITED, Montreal

terial has been divided into the required number of doses with the crudeness with which a thousand-gallon lot of elixir gets divided into the required number of doses by the many consumers, the slight variation in the yield of the tablets is entirely lost sight of.

Now let us consider the variation in the weight of the individual tablets themselves. It would be an endless and entirely impracticable task to attempt to weigh individually all of any large lot of tablets. Ten tablets were taken at random from each of ten different lots that had been made by different machines and the tablets were weighed separately. The maximum variation was found to be nine per cent., from the average, and only seven tablets in the hundred to vary more than five per. cent. from the average. This variation is certainly very much less than with any of the other methods of dispensing medicines. Does it not seem, therefore, that an occasional variation of 10 per cent. or even 15 per cent. in the weight of one tablet from the average weight of 100 tablets should be legally allowable? Such a variation would be considered small by the other method of administering medicines.

In conclusion, the writer wishes to emphasize the following:

1st. That the methods of dispensing powders, liquids and capsules present wide variations in the individual dose.

2nd. That tablets are by far the most accurate means of dispensing medicine.

3rd. That the average weight of a large number of tablets should contain the exact amount of the ingredients claimed by the label.

4th. That a permitted variation of 10 per cent. or 15 per cent. in the weight of individual tablets would not be excessive as a legal standard.

Pharmacists receiving for the first time a prescription for Liquid Petrolatum, Heavy, may be puzzled for a moment to know just what is meant. This product, which is being supplied by Parke, Davis & Co., is distilled from Petroleum and is colorless, odorless and tasteless. For internal administration, for which use it is intended, it is pronounced fully equal if not superior to the best Russian Oil formerly imported. It is remarkably high in viscosity and lubricating power, and is free from sulphur compounds, acids, alkalies and all harmful by-products.

Liquid Petrolatum, Heavy, P.D. & Co., is certain to come into extensive use in the treatment of constipation. It is not a laxative in the generally accepted sense of the term, but an intestinal lubricant. It mingles with the food in the stomach and passes unchanged into the intestine, where it permeates the feces, inducing healthy, normal evacuation.

Liquid Petrolatum, Heavy, is fully guaranteed as to purity and efficiency, in this respect being in marked contrast to some of the many varieties of liquid petrolatum with which the market abounds. Incidentally, it may be mentioned that this product is being widely advertised to physicians.

Retail Advertising.

Apart from the regular window display which should be changed systematically, there is the "dodger" or "pamphlet" which can form a very great help to your sales. Quite a large number of druggists are making use of these now. Sometimes it is found more profitable to publish these every week, showing special lines and seasonable goods; others prefer to publish every month. But whatever size these are printed, or however frequently they are printed, it pays the druggist to see the printer first and get an idea of what copy is necessary for the job. Here is what Frank Farrington says on the subject:—

EXTRACT FROM "RETAIL ADVERTISING COMPLETE."

"Take the whole thing to the printer and find out whether your copy will fit the pages reasonably well and see the samples of stock that he can use for printing the job.

"The printer himself will have some sample booklets that have been made up by the office, and in these he can show you the styles of type possible to use in your booklet. A few experiences will teach you to know what you want without having to ask so many questions.

"When you do know what you want, don't let the printer talk you out of it. If you are going to do the best kind of advertising you will doubtless ask him to print things in a way he has not been in the habit of doing, and he will object that that's not the way it should be done, and he may show you dozens of samples of the stereotyped sort as proof of his position. Never mind that. If you believe that you are right, go ahead and see that the job comes through as you pictured it in your mind. The printer, after all, is usually only a printer and not an advertising man.

"The booklet need not bear the store name in many places. Sometimes only on the front or back cover is enough. Sometimes both are advisable. Sometimes, when it is desired that the front cover should bear a heading that may arouse curiosity, the name plate may be used at the foot of the first inside page just after what is probably going to be the introductory talk of the whole advertisement."

This is a splendid book for retail druggists. It sells for $1.00 postpaid, and can be procured at the office of The Canadian Druggist.

Honor for Mr. W. H. Thom.

At the annual meeting of the Society of Chemical Industry, recently held, Mr. W. H. Thom, of Lyman Bros. & Co., Ltd., was elected to the Executive Committee.

Mistakes are merely markers meaning "Don't do this again."

A little push goes farther than a lot of pull.

HERE IS THE WHOLE DUCHESS FAMILY

DUCHESS ROSE TALCUM,
DUCHESS ROSE FACE CREAM,
DUCHESS ROSE SOAP,
DUCHESS VIOLET TALCUM,
DUCHESS VIOLET COLD CREAM.

THE ARISTOCRATS OF THE TOILET WORLD.

THE TORONTO PHARMACAL CO., Limited

TORONTO **MONTREAL** **WINNIPEG**

AN ADVERTISEMENT IN

The Canadian Druggist

BRINGS RESULTS

A BIG WINDOW ATTRACTION

that will attract people to your store like moths to a flame—will turn passers-by into customers and will make your bank account grow.

THE MYSTERIOUS CLOCK

Is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickel, and across the face of the dial is painted the slogan "what makes it go." Nothing else is visible to the eye.

Be the First in Your Town to Get this Attraction

STAUBER DRUG COMPANY

PRESCRIPTION DRUGGISTS

1722 ST. JOSEPH AVE.

ST JOSEPH, Mo, Nov. 21, 1914

World Wide Advertising Co., 1330 Consumers Bldg Chicago, Ills.

Gentlemen:

Kindly send us a more liberal supply of the scientific explanations of this "scientific marvel" for such the wayfaring men and women vainly regard it.

As a window attraction it is right up to the scratch, and as an argument producer it is better than war or politics.

Yours sincerely,
STAUBER DRUG CO.

H. ADRIAN L. FERGUSON

Drugs, Sundries, Imported Cameras and Supplies

122 W. MAIN STREET

UNION PHONE 740 *OWOSSO, Mich.*, June 5, 1915

TO WHOM IT MAY CONCERN

The World Wide Advertising Company sold one of these clocks a week ago and I put it in my window and it has been the talk of the city and community and has brought hundreds of people in my store asking what makes it go. It is the cheapest advertising I have found yet, as people stop and look at the clock in the window who never read a newspaper and it sells whatever you have in the window. I would recommend one of these clocks to anyone who wants to advertise, as it is the cheapest and best advertising out.

(Signed) H. ADRIAN L. FERGUSON.

CLAY'S PRESCRIPTION DRUG STORE

BUTLER, Mo., Dec. 15, 1914

World Wide Advertising Co., Chicago Ill.

Gentlemen;

Accept my heartiest thanks for your letter and specific instructions, with their aid the clock started right off and although the thermometer was below zero most of the time since it started it has always had a good crowd in front of it.

I regard it as a most attractive window piece. Where can I get a supply of the little folders 'What makes it go." The answer.

Wishing you the compliments of the season, I am
Very respecty.
FRANK T. CLAY

EVERYONE WILL TALK ABOUT IT. YOUR NEWSPAPER WILL WRITE IT UP.

The St. Johns Remedy Co., of Chicago say:

We have had the clock running 3 months and if the crowds increase in proportion we will have to have a Special Policeman to keep the people moving. You would die laughing to stand out in the crowd and hear the arguments and discussions about what makes it go Sometimes they almost fight in asserting their knowledge.

NO CLOCK WORKS
NO ELECTRICITY
NO MERCURY

REQUIRES NO ATTENTION FROM WEEK TO WEEK
What makes it go?
A Postal Card to our office will bring full particulars to you

NO MAGNETS
NO AIR CONTROL
WHAT?

WORLD WIDE ADVERTISING CO., **1330 Consumers Building, Chicago, Illinois**

Stationery and Fancy Goods

Sell Good Postcards—and Make a Profit on Them.

Some years ago when the postcard craze first made its appearance throughout the country, the merchant really made money on the goods; so did the jobber, and likewise the manufacturer. Then somebody thought he would "go the other fellow one better," and cut his price. The syndicate seized upon the cheaper product like hungry wolves, and put out cards at five for a nickel. Then, not to be outdone, some other store offered them ten for a nickel; and then the bottom fell out. There was no money in it for anybody. Where is the merchant who can pay $3.00 or $3.50 a thousand for his cards and sell them ten for a nickel? At this rate he would receive $5.00 for each 1,000 sold. That, on the face of it, looks like a profit, but is it?

The postcard department must bear its proportionate share of the rental expense, lighting, heat, salaries, wrapping envelopes, insurance, advertising, and dozens of other things. Figure all these in, and continue to sell postcards that cost you $3.50 for $5.00 a thousand, and where will you land?

Besides, what's the use? Not one person in ten cares whether he gets ten cards for a nickel or five. Five are enough, and in most cases the two for a nickel kind sell just as easily. And there's more in it. The latter cost you about $10.00 a thousand, and you get $25 for them; that leaves a margin of $15.00 against $1.50 on the cheap variety. With this sort of a margin you can make money, and so can your jobber and manufacturer.

The better class of people are willing to pay a few cents more and get something superior. Why cater to the rest of them and lose money.

Then, don't overlook the constant demand for postcard photographs of local views. There is no community that can not gather together a series of attractive subjects that will sell readily at two for a nickel, and in many instances at five cents each. In fact this branch of the postcard trade has made heavy inroads upon the use of the camera by travelers and tourists, because they are always able to buy these photo cards showing all the important buildings and points of interest, securing perfect pictures of each, without the uncertainty as to whether or not their own camera will give them a perfect picture, and it also makes them independent of the weather and other conditions that affect the amateur photographer.

In almost every line of merchandise it has come to be accepted that price is an index of quality. But quality must be there as well as the price. The postcard which looks as though it were worth five cents, will sell for five cents, where the cheap, flash variety will go begging.—*Novelty News.*

Squeezing a dollar so tight that it feels uncomfortable makes it chary about coming back, once it does pry itself loose from the grasper.

Allied Armies Playing Cards.

We show the back of the new Allied Armies Playing Card—a fast-selling twenty-five cent novelty. The backs are printed in four colors, showing the flags of the different nations. The face cards and aces represent the

kings, queens and soldiers of the allied countries. Otherwise it is a regulation pack of extra quality cards. A large lithographed show card is supplied with each order. Trade supplied by Buntin, Gillies & Co., Limited, Hamilton.

The Nova Scotia College of Pharmacy has just announced the result of the examinations. From a class of nine students who took the exams, four were successful, and one passed in all but one subject. The successful candidates were:

Messrs. S. J. McNeill, Glace Bay; Fraser Colquhoun, Sydney; Harry D. Madden, Amherst, and S. R. Balcom, Halifax; passed in all subjects except botany. Mr. Thos. P. Slavin, Sydney Mines.

Successful candidates for certified clerks:

Messrs. W. F. Boudrot, Amherst; J. H. Ormond, Amherst, and Alex. Collins, Inverness; Gold Medal, Mr. H. D. Madden, for general excellence; Silver Medal, Mr. S. R. Balcom, for dispensing.

"You don't dissipate," do you?" asked the physician, as he made ready for tests. "Not a fast liver or anything of that sort?"

The little man hesitated a moment, looked a bit frightened, and then replied in a small, piping voice: "I sometimes chew a little gum."—*Collier's Weekly.*

"The Rembrandt"

Druggists' Sundries

Everything that a
Druggist Requires

Graduated Measures of Every Description.
Syringes and every class of Blown Glassware.
Menthols, Feeding Bottles, Corn and
Bunion Plasters, Clinicals, Bandages. Packed goods of all
kinds stocked.

Catalogue and Prices on Ap lication to

The RICHARDS GLASS CO., Ltd.
Adelaide St. West, Toronto

Henry W. Bush & Co., Limited
Rembrandt Works
LONDON, - - ENGLAND

TUCK'S

They are the MOST WELCOME, ARTISTIC and UP-TO-DATE.
USED BY ROYALTY.

XMAS CARDS
CALENDARS
POST CARDS
BIRTHDAY CARDS
BLANK CARDS
JUVENILES
TOY BOOKS
PICTURES
ETC.

Every "*TUCK*" Card and other publication bears the name of the firm and our "*Easel & Palette*" Trade-Mark. DO NOT BE MISLED. NONE GENUINE WITHOUT.

RAPHAEL TUCK & SONS CO. LIMITED
9 ST ANTOINE STREET
MONTREAL

SOUTHALLS' TOWELS

are made in a different way to any others of superior finish and material.

The only Sanitary Goods in Universal Demand.

Recommended by all leading Medical and Nursing Authorities.

Fullest details of Southall's Sanitary Specialties, including

Southall's Protective Aprons
Southall's Accouchment Sets
Southall's Accouchement Sheets

supplied by the Wholesale Drug Trade throughout Canada.

Southall Brothers & Barclay, Ltd.
Birmingham, England.

Kohler's Cocoa

Delicious, Nourishing,
and Easily Digested.

THE LATEST! THE BEST!

Obtainable from all Chemists and Stores
in 2-oz., ¼-lb., ½-lb., and 1-lb. Tins.

Formulary

TOOTHACHE PELLETS.

1.	Spermaceti	2 parts
	Hydrated Chloral	2 parts
	Carbolic Acid	1 part
	Cotton	sufficient

Melt the spermaceti, dissolve it in the chloral and Carbolic Acid, then saturate cotton with the warm mixture, and let it cool.

2.	Paraffin	50 parts
	Carbolic Acid	1 part
3.	Paraffin	6 parts
	Resin	5 parts
	Oil cloves	2 parts
	Creosote	2 parts

Melt the solids together, and when nearly cool, add the liquids. Divide into pieces of suitable size.

4.	Powdered opium	15 grains
	Powdered belladonna root	15 grains
	Powdered pyrethrum	15 grains
	Oil of cloves	3 drops
	Expressed oil of almonds	8 drops
	Wax	20 grains

Make into a mass by the aid of heat, and divide into pellets.

5.	Oil cloves	1 part
	Oil casia	1 part
	Black pepper	4 parts
	Sodium chloride	4 parts
	Powdered acacia	4 parts
6.	Salol	2 parts
	Liquid paraffine	2 parts
	Venice turpentine	2 parts
	Wax	13 parts

ODONTALGIC TINCTURE (TOOTHACHE DROPS.)

Creosote	0.5 gram
Oil of cloves	1.0 gram
Oil of cajuput	1.0 gram
Tincture of opium	2.5 grams
Tincture of catechu	2.5 grams
Chloroform	20.0 grams
Alcohol	20.0 grams

Mix.

ELIX. AROMATICUM.

Four years of continuous use of this formula for this elixir, only confirms my good opinion. It contains 6¼ per cent. alcohol, and that is enough for any use I can think of.

℞	Sp. Aurantii Co.	12 cc.
	Talcum Purif	30 gm.

Triturate thoroughly and add in portions.

Syrup	363 cc.

Add gradually in the same manner.

Glycerine	93.7 cc.
Alcohol	62.5 cc.
Water	468.7 cc.

Filter through wetted filter and follow with mixture of

Alcohol	10 per cent.
Glycerine	15 per cent.
Water	75 per cent.

by vol.

to make 1,000 c.c.

After two or three trials I have found it to be improved by using about 20 per cent. of Consent. Syr. Orange in place of so much simple syrup.

Worked out for five gallons it runs as follows:

Sp. Aurantii Co.	240 cc.	240 cc.
Talcum	600 gm.	600 grams
Syr. Orange Conc.	51 fl. oz.	1452 cc.
Syrup	195 fl. oz.	5808 cc.
Glycerine	64 fl. oz.	1875 cc.
Alcohol	42 fl. oz.	1250 cc.
Water	ad.Cong.V	qs. ad. 20,000 cc.

DIGESTIVE TABLETS.

Diastase	25 grs.
Heavy magnesium carbonate	500 grs.
Pancreatin	25 grs.
Pepsin	100 grs.
Precipitated Chalk	100 grs.
Refined sugar in powder	800 grs.
Milk sugar	500 grs.
Oil of cinnamon, a sufficient quantity.	
Oil of coriander, a sufficient quantity.	

Mix and divide into 100 tablets.

MEDICATED LIQUID SOAP.

White castile soap	1 oz.
Soft soap	1 oz.
Olive oil	1 oz.
Oil of lemon	¼ dr.
Naphthol	10 grs.
Water	40 ozs.

M. ft. solut.

NEURALGIA REMEDIES.

1.	Menthol	45 grains
	Cocaine	15 grains
	Hydrated chloral	10 grains
	Petrolatum	300 grains
2.	Tincture aconite	5 parts
	Tincture chloroform	5 parts
	Lard	20 parts
3.	Oil of peppermint	8 parts
	Tincture Aconite	4 parts
	Chloroform	2 parts

Poison! Apply every half hour.

4.	Camphor	1 part
	Hydrated chloral	2 parts
	Chloroform	4 parts
	Alcohol	4 parts

Poison!

FOR EXCESSIVE PERSPIRATION OF THE FEET.

1.	Potassium permanganate	13 parts
	Alum	1 part
	Talc	50 parts
	Zinc oxide	60 parts
	Calcium hydrate	18 parts
2.	Salicylic acid,	2 parts
	Zinc sterate	1 part
	Talc	40 parts
	Compound tincture of vanilla	q.s.
3.	Boric Acid	6 ozs.
	Starch	10 ozs.
	Zinc Oxide	6 ozs.
	Oil of eucalyptus	4 drs.

Mix all together and pass through a fine sieve.

Another treatment is that of a French physician, who advises a hot foot bath, containing in solution about four grains of potassium permanganate, or a solution of formaldehyde, in the strength of one in 250 parts. The feet are kept in either one of the solutions for a period of two minutes, after which they are washed with soap and water, rinsed in cold water and dried. The interior of the socks is dusted with a powder of the following composition:

Menthol	7½ grs.
Bismuth benzoate or salicylate	2½ drs.
Boric acid	3 ozs.
Talcum	10 ozs.

The ingredients, all in a state of inpalpable division, are mixed intimately into a dusting powder.

TREATMENT FOR LIQUOR HABIT.

1.	Gold and sodii chlor.	12 grs.
	Strychnine nit	1 gr.
	Atropia sulph.	¼ gr.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

HOMOEOPATHIC VIALS

Lipped and Plain for Cork and Screw Neck and other Specialties made from Tough Glass Tubing.

INQUIRIES INVITED.

T. C. WHEATON CO.

EXPERT BOTTLE BLOWERS MILLVILLE, N.J.

Mr. Druggist

are you putting in a new stock of these goods for the summer trade ?

Mr. Druggist

Do you realize the value of these goods in your store all the year round ?

The hot weather will be upon us in a short time. This is the time when there is a great demand for these goods. Every druggist should write at once for prices and endeavour to get in a stock early. Don't wait till you are asked for the goods. Get them now. You will sell them.

Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
Cerate Ointment
Piles Remedy

Vanderhoof & Co. Limited

WINDSOR ONTARIO

Ammonium mur.	6 grs.
Aloin	1 gr.
Hydrastin	2 grs.
Glycerine	1 oz.
Fl. ex. cinchona	2 ozs.
Fl. ex. cocoa	1 dr.
Water, qs.	1 pt.

Dose: Teaspoonful every two hours.

NO 2. OR INJECTION.

Strychnine nit.	9-10 grs.
Aqua destill	4 ozs.
Potass. permang., q.s., to color.	

Mix with five drops, which equals one-fortieth grain, of strychnia and increase one drop at each injection until physiological effect is produced.

NO. 3, USED WITH NO. 2.

Aurii et sodii chlor	2½ grs.
Aqua dest.	1 oz.

Three drops every four hours in combination with the strychnine solution for the first four days.

SULPHUR CREAM FOR DANDRUFF.

Liquid petrolatum	2½ ounces
Rose water	1 ounce
White wax	3½ drachms
Sodium borate	15 grains
Precipitated sulphur	3½ drachms

Said to produce a smooth, white preparation, without sulphur odor, and to keep perfectly.

STYPTIC PENCIL WITH FORMALDEHYDE.

The following is recommended as a new styptic pencil that possesses remarkable antiseptic and healing properties:

Alum	480	Gm.
Borax	28	Gm.
Zinc oxide	2.5	Gm.
Thymol	8	Gm.
Formaldehyde solution	10	Gm.

Melt the alum, borax and thymol on a water bath, add with constant stirring the zinc oxide and the solution of formaldehyde, remove from the fire and pour into suitable moulds just before solidifying.

PETROLEUM EMULSION.

1. White petrolatum	360	grs.
Sweet almond oil	4½	fl. ozs.
Acacia, fine powded	360	grs.
Tragacanth, fine powder	180	grs.
Simple syrup	1½	fl. ozs.
Tincture of lemon peel	2	fl. drs.
Water, to make	16	fl. ozs.

Melt the petrolatum and mix it thoroughly with the almond oil. Mix the acacia and tragacanth, in a capacious mortar, with 2½ fluid ounces of water, and add the oil mixture gradually, triturating rapidly until a smooth emulsion is formed. To this add the syrup and tincture and the remainder of the water (in which the hypophosphites may be dissolved), and mix well.

2. Paraffin oil (liquid petrolatum)	5½	fl. ozs.
Acacia powder	2½	av. ozs.
Glycerin	1¼	fl. ozs.
Calcium hypophosphite	96	grs.
Sodium hypophosphite	96	grs.
Water to make	16	fl. ozs.

Add the acacia to the oil and mix thoroughly in a large mortar, and then add 4 fluid ounces of water, all at once, and triturate briskly until the emulsion is formed. Dissolve the hypophosphites in 3 fluid ounces of water, to which add the glycerin; then add this to the emulsion and rub well together, add water to make up 16 fluid ounces, and triturate thoroughly.

This contains only 6 grains of each of the hypophosphites, but the amount may be increased.

PILE SUPPOSITORIES.

1. Bismuth subnitrat.	36	grs.
Hydrastin	24	grs.
Zinci Oxid	36	grs.
Hamamelin	24	grs.
Cocoa butter	135	grs.

Divide into suppos. No. XII.

2. Extract Hamamelis	60	grs.
Tannin	12	grs.
Powd. opium	4	grs.
Resorcin	12	grs.
Cocoa butter	180	grs.

Divide into suppos. No. XII.

3. Iodoform	30	grs.
Extract belladonna	3	grs.
Morphine sulphate	1½	grs.
Cocoa butter	180	grs.

Divide into suppos. No. XII.

Meeting of District No. 13, Ontario College of Pharmacy.

The annual meeting of the above district was held in Windsor on the 22nd and 23rd of June in Lang's Hall, a fair attendance of the members was present. The meeting was, in point of enthusiasm and life, by far the most successful that the district has yet held. At two o'clock p.m., the chair was taken by the President, Mr. C. H. Gunn, of Chatham, who briefly welcomed the delegates and urged them not to hesitate to make lively the discussions of the gathering. This advice seemed to be well carried out as the proceedings advanced. The first paper to be read was one by Mr. J. M. Dale, of Petrolea on "Store Appearances." This was one of the best papers that has been produced at a meeting of this kind for some time, so pointed were the hints and ideas given that very little was left for criticism or discussion. Mr. W. A. Harkness followed with a paper on "Methods of Reckoning Profits in Business." This led to considerable discussion. At this juncture a new phase was introduced by Mr. Howe, representing the Sheldon School of Salesmanship from Detroit, who gave a splendid address. He was followed by another representative of the same School, Mr. Warrener, who also spoke at the meeting. These two speeches resulted in doing just what the speakers evidently expected, in developing a lively debate in which every person present practically took part. Many splendid ideas of business methods, salesmanship and business decorum were discussed. Following this Mr. W. Wilson, of Leamington, verbally opened up the question on what is known as "Fake Preparations," stating his method of dealing with them, which was practically not handling them at all. The feeling was that if this were possible to do it was the proper procedure, but it was virtually left in the hands of each individual to do as he deemed wisest in the interest of his own business.

Six o'clock having arrived the meeting adjourned. The members became the guests for the time being of Messrs. Stearn & Co., and Messrs. Seely & Co., who con-

veyed the party to the splendid new quarters of the Detroit Athletic Club, where, after partaking of a sumptuous dinner, friendly speeches were indulged in for some time, among which the most interesting was that of Mr. George Rason, who gave an account of his recent trip from Australia. Messrs. Smith and Warmol, of Stearns and Seely, warmly welcomed the members of District No. 13, and made the urgent suggestion that District No. 13 invite district No. 11 to join them in the coming year. This idea was then made an invitation which was tendered to Mr. Everett Rea of District No. 11, who was present, Mr. Rea promising to bring the district along next year if at all possible.

Mr. Gunn then resumed the chairmanship and called on the district representative, Mr. A. J. Johnston, to give an account of his stewardship. Mr. Johnston briefly reviewed the work that the Council had in hand the past year, referring to the Carbolic Acid Legislation and the Stamp Tax on Patent Medicines. Following this was the re-election of all the officers of last year.

The following day the members were taken in hand by Mr. Wm. Grant, the genial manager of Parke, Davis & Co., after a tasty luncheon at the Palestine Club, Detroit, and a few brief speeches, chief of which was that made by Mr. George Anderson, of London. The party boarded a tally-ho and proceeded to the baseball game at Navin Field between Detroit and St. Louis. This brought the meeting to its final close. The guests returned to their several homes, having spent two very enjoyable and pleasant days.

NOTES OF THE MEETING.

Messrs. Geo. Anderson, of London, and Everett Rea, of District No. 11, attended the meetings throughout. They were decidedly welcome guests, and apparently enjoyed the meetings. District 13 will be disappointed if either of these men fail to turn up next year.

Mr. W. A. Harkness, who read one of the papers, produced is a druggist of Rouleau, Sask., and was taking his holidays in Sarnia. He is a former employee of A. J. Johnston.

The members of the district very warmly appreciate the courtesies extended by the different firms during this meeting.

Needless to say, Mr. Grant, of Park Davis & Co., also urged District No. 11 to be with us next year. Mr. Grant certainly makes his guests feel at home.

B. C. Drug Clerk Falls at Front.

Among those who have recently fallen at the front was Lance-Corporal C. Moodie, a British Columbia drug clerk. He was at one time with the Burns Drug Company, Vancouver, and recently with the Powell River Drug Company, Powell River, British Columbia.

"Turn me over, but don't turn me down," says the Richardson Drug Co., Omaha, on the back of a Bourbon whiskey label. Good advice.

Special Prices when ordered in bulk packages.

The Pure Food Law prohibits the sale of any but strictly pure

EXTRACT VANILLA

WYETH'S

represents the True Flavor of Choice Vanilla Beans.

Free From Any Adulterant

Pure and Wholesome

John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

The Soda Fountain.

Original and Selected Formulas.

Cherry Cooler—Cherry syrup, one ounce and a half; juice of half a lemon; grape juice half an ounce. Add shaved ice and fill glass with plain soda. Serve solid. Garnish with whole cherries on toothpicks, two cherries to each drink. A drink popular with men.

Chocolate Lunch.—Chocolate syrup, one ounce and a half; malted milk, a heaping teaspoonful; one egg; cream, one-half ounce. Add a little shaved ice, shake, strain, and fill glass with plain soda, using fine stream moderately. These "lunch" drinks are becoming very popular with both women and men, are being featured extensively at many fountains. Crackers and wafers go well with such drinks. A number of combinations are possible, but chocolate seems to be the favorite base.

Chocolate Mint.—Bruise a few sprigs of mint to get the flavor, add one ounce and a half of chocolate syrup, one scoop of vanilla ice cream, and fill the glass with plain soda. Decorate with spray of mint. A bowl of fresh mint makes an attractive addition to any soda counter.

Chocolate Temptation Sundae—In a sundae cup put a No. 10 cone of chocolate ice cream, and cover it with chocolate dressing. Sprinkle with chopped roasted almonds. Then cover with whipped cream and top with a blanched almond.

Cider.—Sweet cider is a favorite with many people, and there are stores which do a very good business in this beverage alone. The druggist may well go after some of this trade, as it is easily handled and is trade that might not otherwise come to him. Keep the cider on ice and serve it moderately cold in small, thin glasses.

Coffee Ice Cream.—Three pints of coffee, three gallons of milk and five ounces of gelatine dissolved in a quart of water in a water bath. This makes a delicious cream, and one that will please your trade. There is one thing about coffee flavor: if you can once serve your customers, they will buy steadily of their favorite flavor.

Toronto Maple Sundae.—Put a No. 10 cone of maple walnut ice cream in a sundae cup and pour over it a little maple syrup. Over this slice three or four dates, cover with whipped cream, and sprinkle with chopped nut meats.

Chicago Belle (an Egg Shake).—Into a 12-ounce glass draw an ounce of strawberry syrup and one half ounce each of raspberry and pineapple syrups; then add one and a half ounces of sweet cream. Into the mixture break a fresh egg and add a little ice. Shake thoroughly, fill the glass with carbonated water, dispensing like any other egg drink.

Varsity Favorite (an Egg Shake).—Raspberry syrup, two fluid ounces; orange syrup, one-half fluid ounce; one egg; shaved ice, two ounces; milk, enough to nearly fill the glass. Shake well, strain, add enough carbonated water to complete filling the glass, and sprinkle over the top a small quantity of grated nutmeg.

Sundae a la Escoffier.—Place a cone of lemon ice in a sundae cup, arrange strawberries over it, and then pour over all some grape juice and sprinkle with vanilla sugar.

Caramel Nut Sundae.—Mix equal parts of pecans, English and black walnuts, and pistachio nuts. Chop together and mix with heavy caramel syrup. Pour sufficient of this dressing over a No. 10-to-the-quart disherful of vanilla ice cream on a fancy sundae dish and serve.

Hot Chocolate Palm.—To a cupful of hot chocolate add two heaping teaspoonfuls of grated cocoanut before topping with whipped cream.

Hot Southern Toddy.—Into a soda mug draw an ounce of cocoa cola syrup, add a couple of dashes of lime juice and fill with hot water.

Delicious Frozen Sherbet.—This frozen sherbet is literally a frozen phosphate, a delicious thing at the fountain. When first made, it has only a tart taste, the flavoring agent being added when the ice is served, thus allowing the dispenser to prepare any kind of a sherbet desired by using this base. Make five gallons at a time after the following formula:

Make a frozen ice, exactly like lemon ice, but use only one ounce of citric acid in place of lemon juice, or enough to make the batch very tart. To serve, take a seven-ounce phosphate glass, put in five ounces of frozen phosphate, one and one-half ounces of the desired crushed fruit, and mix well with a spoon. Serve with a cherry on top.

Pineapple Frappe.—Water, one gallon; sugar, two pounds, or water six and one-half pints and simple syrup two and one-half pints; two pints of pineapple stock or one pint of pineapple stock and one pint of grated pineapple, juice of six lemons. Mix, strain, and freeze as above.

Apple Julep.—Squeeze half a lemon into a 12-ounce glass, add a little cracked ice, and two ounces of simple syrup. Arrange green mint leaves in the glass, in the good old southern style, and then fill the glass with cider. Sprinkle a little grated nutmeg on the surface, and collect ten or fifteen cents, according to the price of cider.

Servian Fire—Grate the rind of nine lemons and express their juice. Cover half a pound of green ginger root with a quart of water, and simmer gently for a couple of hours. Add as much water as has boiled away, then add three cupfuls of sugar and the grated lemon rind. Cook for 15 minutes more, after which add a pint of currant jelly, stirring until thoroughly dissolved. Lastly add the pulp and juice of the lemons. Strain, bottle hot, and when cooled, serve two ounces of the syrup in a glass of carbonated water.

Grape Sherbet.—Grape sherbet is made the same way, except you use one and one-half quarts of grape juice in place of one quart of crushed pineapple, and you can add the grape juice to the mixture before freezing.

Pineapple Freeze.—In a large soda glass put one and one-half ounces of pineapple syrup, one dipperful of pineapple snow, one dash of acid phosphate and solid soda to fill glass. Garnish with a slice of lemon and serve with a straw.

Grape Sherbet Freeze.—Into a large soda glass draw one ounce of grape juice, one ounce of plain syrup, one

disherful of grape sherbet, one dash of acid phosphate and solid soda to fill the glass. Garnish with a cherry stuck on a wooden toothpick and serve with a straw. As the temperature required to freeze a sherbet is much lower than ice, the use of sherbet in a drink as described above makes it much colder than the use of ordinary cracked ice.

Pineapple Bon Bon.—Fill phosphate glass almost full of finely shaved ice. Add a ladleful of crushed pineapple from bowl on the counter. Place a spoonful of ice cream on top of all and serve with a spoon.

Turkish Sherbet.—Crushed peach, one-half ounce; nectar syrup, one-half ounce; orange syrup, one-half ounce; solution of acid phosphate, four or five dashes; mix well with shaved ice and serve in a tall punch glass with spoon and straws, garnishing with a slice each of pineapple and orange.

Queen's Favorite.— Into a glass one-half full of shaved ice put one ounce grape juice, one ounce orange syrup, and one dash each of lemon juice and extract of Jamaica ginger. Fill the glass with carbonated water and decorate with a slice of pineapple and a cherry.

Soldier's Dream. —Into a 12-ounce glass, about one-half full of shaved ice, put one-half-ounce of pineapple juice, one dram each of lemon juice and raspberry vinegar. Fill the glass nearly full with carbonated water (coarse stream), and garnish with a strawberry and a slice of fresh orange. Serve with a spoon and straws.

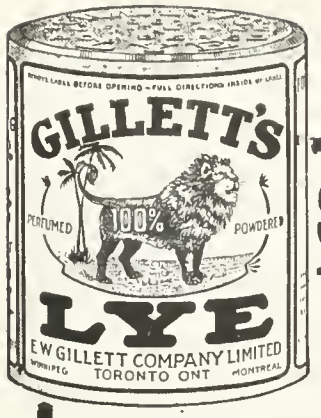
Chocolate Sauce for Sundaes.—Chocolate or cocoa, 1½ pounds; granulated sugar, 6 pounds; water, 3 pints; extract vanilla, 1½ ounces, brandy, ½ ounce (or q.s. to flavor); extract almond, ½ ounce. Dissolve the chocolate and sugar in water, strain while hot through cheesecloth; then add the flavors. Keep in a chafing dish, or in a suitable dish kept warm on a water bath; as the mixture tends to thicken or solidify, it should be thinned from time to time with a little water. Serve hot over ice cream in a sundae cup.

Baseball Flip.—One ounce strawberry syrup, one ounce pineapple syrup, add one egg and some shaved ice. Shake, strain, and fill glass with plain soda, using fine stream moderately. Top with powdered cinnamon.

Alaska Bracer.—Place in a soda glass one ounce of lemon syrup, two ounces of ginger syrup, and one-half ounce of grape juice. Fill the glass with carbonated water and frappe if the soda is not very cold.

Orgeat Nut and Fruit Sundae.—Put one quart of simple syrup in a copper kettle and add one pound of roasted almonds (chopped), eight ounces of whole cherries, one-quarter pound of chopped figs, one-quarter pound of chopped dates, ten ounces of crushed pineapple, one-quarter pound chopped hickory nuts; allow them to boil for 15 minutes. When cool, add enough simple syrup to make one gallon, and flavor with five drops of almond and three drops of extract of rose.—*Pacific Drug Review.*

Promises are worse than eggs—you can't keep them after they are broken.



SATISFACTION

in the highest sense, to you as a druggist and to your customers, is obtained when you sell

GILLETT'S CAUSTIC SODA,
GILLETT'S LYE,
GILLETT'S CREAM TARTAR, ETC.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Awarded Gold Medal Toronto Exposition.

E.W.GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

"OUR HOLY APOTHECARY."

Mr. Geo. W. Topping, of Columbus, Ohio, has had a rather rare and amusing experience, one which it seems to me would interest numerous druggists. An old colored woman, one who probably practices one of the various arts of mystic healing, wanted Mr. Topping to prepare the "Holy Ointment" as described in Exodus 30: 23-25. Maybe Mr. Topping had read a few lines farther, and it is likely for that reason he refused to compound it, but consented to give her the ingredients. The formula calls for "Pure Myrrh." One authority claims the myrrh of the Bible is probably Labdanum (cistus cretieus). Another source gives it as Mecca Balsam (Commiphora Opobalsamum)—U. S. D.,

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The Council of College of Physicians and Surgeons of Ontario has endorsed the revised edition of the British Pharmacopoeia, and advises dispensing according to its formulas, dating from Sept. 1, 1915. Therefore we would advise all druggists of the province to get a copy and make all preparations according to it on Sept. 1st., the date on which it comes into force.

"My son," said the stern father, "do you know why I am going to whip you?"

"Yes," replied the hopeful; "I suppose it's because you're bigger than I am."—*London Mail.*

Adhesives and Their Use.

By H. C. Bradford, Nashville, Tenn.

LABELING TIN BOXES.

This is the real bugaboo of most people, pharmacists as well as others. It is easy enough to stick a label on a tin box, but quite different to make it stay there after the paste or other adhesive has dried.

Scores and hundreds of different remedies have been proposed for this, and special adhesives by the dozen and gross devised and proposed, but the problem is still, apparently, as far from a real solution as ever.

The difficulty here lies in a place where few have thought to look, and the consequence is that most of the remedies proposed have been of little use. Tin boxes are really made of thin sheet iron which is coated with a thin coating of pure tin, just as iron is galvanized by coating it with zinc. Now, in the making of this "tin plate," as it is called in the trade, and also in the making of boxes, cans, pails and other containers from the plate, much oil or grease is used in the various processes and when they come to you, there is enough of this oil or grease coating left to prevent the close contact necessary between the adhesive and the metal, and it is this invisible film of grease that is largely responsible for labels peeling. Another cause which operates even when the metal is clean is the unequal expansion of the tin as compared with a paste of dry, hard, flour or starch. Alum pastes are prone to separate from this cause. When the moisture has entirely evaporated from the paste, it is left almost bone-dry and hard, and any sudden or considerable expansion or contraction of the surface to which it is applied, will "peel" it. It will be thus seen that there are a number of causes for the difficulty of doing a good job of pasting on tin. It will also explain the widely different remedies offered for the trouble. It will also explain the reason why what serves to remedy it in one instance, fails utterly in another.

Now, in order to do a good job of labeling on tin, all these conditions must be borne in mind, and considered in the methods. There is nothing that will permanently stick to a metallic surface that is covered with oil or grease, so the first thing to do in cases of that kind is to take off the oil. This may be done in a number of ways, but I believe the best way is to apply crude sulphuric acid with a swab made of glass or wool. The acid may be diluted with water, then applied to the surface with a swab, and then rinsed with a solution of sodium carbonate and allowed to dry. This will put the tin in good shape to hold the label, if the proper sort of paste is used.

This is too much of a bother, however, just for the occasional tins that are required at the prescription counter, unless they are given this treatment in advance, just as bottles are washed, and that is really the best way, but if that is not desired, a fairly good and permanent job may be done by rubbing the surface with a rag or sponge which has been wet and rubbed on a cake of scouring soap, or even dipped into dry whiting; and anything to scrub off the oil. Then give the surface a coat of some slow drying resinous varnish. The best one is damar, thinned out with alcohol until about as thick as compound tincture benzoin, but failing that, the benzoin, or even tolu, tincture may be used. A bottle provided with the regulation mucilage brush is best for applying this, and may sit on the desk along with the paste. Then paste the label and apply it before the resin has had time to get quite dry. This gives good results as a rule, though it is inferior to the first method.

Good results are contingent on the proper paste, and the product for this purpose must be one that will allow the expansion and contraction of the metal. There are numerous formulas, but so far as personal experience goes, the following has the "edge" on any combination that has ever come within the notice of the writer:

PASTE FOR LABELING TIN BOXES.

Lump starch	16 oz.
Powd. Aluminum Sulphate	2 oz.
Concentrated Lye	2 oz.
Venice Turpentine	2 oz.
Glycerin	4 oz.
Water	12 pints.

Mix the starch, aluminum sulphate (not alum) and four pints of water to a smooth, creamy paste. Dissolve the lye in about one and one-half pints of water, and stir slowly into the starch mixture, beating it briskly so as to get a smooth, even mixture. Next, warm the Venice of Turpentine until it can be worked easily, and stir it in the same manner, and then follow with the glycerin. Lastly, beat the balance of the water, put the mixture on the fire and heat, with stirring until it is just cooked. It should be rather soft. Stir in about half an ounce of methyl salicylate, mix thoroughly and put into jars. Tin, or any other metal, treated as described, and labeled with this paste, will stay labeled.

In many cases much difficulty is also experienced in applying labels to wood, they tending to peel much the same as on tin.

This trouble is purely mechanical. Wood, no matter how smooth it appears to the eye and touch, is not only porous, but is also filled with tiny hollows, due to the machine planing. Planer knives revolve at high speed, and remove the surface in chips, and each cut leaves a tiny hollow. Now, it is extremely difficult to get the necessary contact, between such a surface and a label, and as a matter of course the latter peels. This is greatly aggravated by the pores of the wood absorbing the paste.

The remedy for this trouble is to fill up and smooth out the surface, and at the same time destroy the "suction" of the pores. The best way to do this is to give it a coat of good glue size. The glue need have no particular adhesive qualities, since adhesiveness is not sought of it. Soak in water until soft, and heat until dissolved. It should be made very thin, and is best applied hot. When it is well dried a label can be put on to stay, by using the paste for tin boxes, already given.

If it is not convenient to use the size, the resinous

New York Pharmacal Association's
PREPARATIONS

Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots.) Lactopeptine Tablets. Lactopeptine Elixir, Plain Loctopeptine Elixir, Bismuth, Lactopeptine Elixir, Iron, Quinine, and Strychnia, Lactopeptine Elixir, Gentian and Chloride of Iron.

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine, Liquid Peptonoids. Liquid Peptonoids with Coca. Liquid Peptonoids with Creosote Phosphagon.

Palisade Manufacturing Company's
PREPARATIONS

Borolyptol. Velvet Skin Soap. Hemaboloids. Kola-Cardinette Velvet Skin Powder.

R. L. GIBSON, General Agent
88 WELLINGTON STREET W., TORONTO.

'TABLOID' (Trade Mark)
'SOLOID' (Trade Mark)
'KEPLER' (Trade Mark)
'HAZELINE' (Trade Mark)
'WELLCOME' (Trade Mark)

THE FINE PRODUCTS OF BURROUGHS WELLCOME & Co.

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The sale of articles of other manufacture when these Brands are specified in ordering is an infringement and unlawful.

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Full stocks are held at the Firm's Houses and the following Depots:— TORONTO, ONT.: W. J. A. & H. Carnahan; Drug Trading Co. — LONDON, ONT.: Cairncross & Lawrence — WINNIPEG, MAN.: W. F. C. Brathwaite — VANCOUVER, B.C.: J. A. Tepoort n & Co. — CALGARY ALBERTA: James Findlay Drug Co.

'VAPOROLE' (Trade Mark)
'ENULE' (Trade Mark)
'ELIXOID' (Trade Mark)
'VALULE' (Trade Mark)
'VALOID' (Trade Mark)

E 403

SERVE

HORLICK'S MALTED MILK

PLAIN OR WITH EGG
AT THE FOUNTAIN

The results are
SATISFIED CUSTOMERS
Increased Trade

Attractive Signs. Window Strips.
Forwarded all charges prepaid.

Horlick's Malted Milk Co.
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LEVER BROS., Limited

Chemically Pure

REFINED GLYCERINE
(MADE IN CANADA)

In Half Ton Drums
and 56 lb. Cans

QUOTATIONS GIVEN FOR ANY QUANTITY

SELLING AGENTS
John Cowan Co., Limited
Montreal Chemical Works
1-15 Dalhousie St. - Montreal

varnish noted above may be employed, or even a good coat of paste applied and allowed to dry, will help, but they are inferior to glue.

PAPER HANGER'S PASTE.

Equally good for trunk manufacturers or other large users. It has come within the knowledge of the writer that a firm of trunk makers located in a city with numerous grain elevators and flour mills, regularly bought paste three hundred miles away, and paid heavy freight on it, apparently because with unlimited raw material at the door, there was no local firm to supply it. This is only one instance of ignored opportunity; how many others exist, it is impossible to even guess.

This paste can be handled and transported any reasonable distance with no other container than a good wrapper of paper, and any old box, barrel or bag that may be at hand. This not only saves the cost of the container, but is a strong talking and selling point. The buyer will quickly appreciate the fact that such a product must contain the maximum of real adhesive, and a minimum of water, especially as he has a hydrant of his own.

Wall paper supply houses all list and handle paste, ready for use, and there is not the slightest reason why the druggist who sells paper should not also sell the paste, and even sell to professionals in barrel and large lots. This is real pharmaceutical work, and will pay better than the 5c. and 10c. trash, which is handled everywhere, to say nothing of the better reputation it will bring.

Powd. alum	1 lb.
Hot water	10 gal.

The water should be just as hot as can be borne comfortably by the hand. Dissolve the alum and then sift the flour with constant stirring until you have a smooth, thick cream. It should then be strained. Turn into the cooker and cook until it is just done. This is easily enough learned after a few trials. This paste must not be cooked too much, and in general, as soon as the whole mass has thickened up evenly and uniformly, it is done. The cooking is best done in a barrel with a steam hose, and this is easy enough if steam heat is available, as in most places. Level off the top of the paste and cover with about an inch of water, let stand twenty-four hours. Then pour off the water, cut into blocks and remove. These blocks can be wrapped in heavy paper, and carried any reasonable distance, or transported in the manner previously noted. It is thinned down with hot water before using. In the original condition, it keeps almost indefinitely, but in hot weather it is a good plan to add some preservative to insure against souring.

PHOTOGRAPHIC PASTE.

Probably this is the most called-for article in the whole line of adhesives, especially in those places that make a specialty of the photo supply business. The requirements are very exacting in this product, because of the great danger of setting up chemical action in the prints, if any is present in the paste. There are a few brands of paste on the market well-known to everyone, that have a nation-wide sale, being made especially for this purpose and labeled in the same way. It is easy enough to make a good product that will answer every requirement, and not only be far less costly, but always be at hand.

The writer knows nothing of photography, but has often watched the mounting of prints, and even assisted at it. Most workers in this line prefer starch as the adhesive, and many of them use just plain boiled laundry starch, which gives good results. However, a better combination would be starch boiled down until about the consisteney of the paste for collapsible tubes, already noted, and then combined with about an avoirdupois ounce of glycerin to each pound of the starch. Again, some workers use a compound of gelatin and starch made up with alcohol, and this is especially valuable when mounting prints that have not been soaked, as the alcohol prevents wrinkling. This is not the best plan, as a better job can be done if the prints are thoroughly soaked, and mounted in the usual way, but the "dry" compound is very useful in an emergeney, and should be at hand. It is made as follows:

Gelatin	1 ounce.
Starch	10 ounces
Alcohol	10 ounces
Water	5 pints.

Mix the starch to a smooth, thick cream with a portion of the water. In the remainder soak the gelatin until soft, then heat until dissolved. Now mix in the starch paste, bring to the boil and boil five minutes with constant stirring. Cool, and mix in the alcohol in which has been dissolved about a dram of the oil of clove or methyl salicylate.

COLD WATER PASTE.

There are a few good brands of this commodity on the market, but the great majority are a delusion and a snare. To be worthy of the name, such a product must make a real paste merely by mixing with cold water. No mere solution of dextrin or other gum will serve. Some try to do it by mixing flour or starch with caustic alkali, either potash or soda, these serving in a manner to rupture the starch cells, but the process is slow, and the product far from satisfactory. To make a reasonably good paste, so much alkali is required that it interferes with the labels, even destroying them and acting injuriously on many colored inks. To remedy this, some makers add ammonium sulphate with the object of neutralizing the excess, but it is only a makeshift, and a poor one at that.

The paste for labeling tin boxes, given above, is as good a product of this sort as any. If the water in that formula be heated before the other materials are mixed with it, it will make a pretty fair paste, though inferior to the well-cooked product.

Real cold water paste is made of casein, not the fresh sort, precipitated from sweet milk, such as is used in creams, etc., but dry commercial casein. This merely requires to be mixed with cold water in which has been

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dissolved a little sodium carbonate. One to four, that is, one of the casein to four of water, are the usual proportions, though these can be varied to suit, and the water should carry two or three per cent. of the soda. This catches and dries quickly, and has great adhesive power. It would also seem that it has less tendency to wrinkle the paper than other sorts of paste.

The dry casein will keep indefinitely, but the paste should have some preservative added, especially in hot weather.

It would seem that this product is peculiarly well adapted to the needs of the photographing trade, since it is a first-class product, and contains no chemical preservative; further, it can be mixed just as wanted, and thus requires none of any kind.

Casein also enters into a nuumber of glues and cements, but these will be considered under the proper head.

This paper would hardly be complete without some reference to "Paste Pencils" or "Mouth Glue," as they are sometimes called. A formula calling for glue or gelatin and sugar has been going the rounds of the various journals for many years. It may be that this will give good results in some hands, but it has failed to do so in those of the writer, and also of those of others within his knowledge. This product is mostly used by draftsmen, and others who need a touch of an adhesive, many times and in many places, but each individual use of which is too small to require a brush, and under conditions that make the presence of the container inadmissible. A good product of this nature can be moistened lightly with the tongue, rubbed gently on a paper, and another stuck to it all with the greatest possible ease and celerity, and the joining is strong and good.

Another good point about this product is that it only requires to be wrapped about two-thirds of its length with a small label to be ready to hand out. The following formula will prove satisfactory to the druggist.

GERMAN PASTE PENCILS.

Dextrin	7 dr.
Cold water	1 oz.
Good glue or gelatin	14 dr.
Zinc White	1 dr.
Glucose	5 oz.

Warm the water and dextrin together until solution is effected; pour this over the glue, sift in the zinc, and let stand in a warm place over night, or until the glue is perfeetly soft. Now heat on a water bath until the glue is melted and smoothly mixed with the other ingredients. Warm the glucose to about the same temperature as the glue, and pour into the latter, slowly and with constant stirring until the whole is a smooth, even mass. Pour this out into a pan or other convenient receptacle which has been well warmed and greased. Aim to get a smooth, even sheet on the bottom of the pan about half an inch thick. As soon as it has set sufficiently, mark off and cut into pieces of the proper size, which is usually 4 x 1 x ½ inches. One end of the stick should then be trimmed to a short chisel point, then label, and it is ready for use.—*Merck's Report.*

The Acorn and the Oak.

This is the title of a small pamphlet recently issued by Messrs. Sharpe & Dohme, manufacturing chemists, of New York. The booklet shows the growth of Sharpe & Dohme's business during the past 50 years. It shows how, with steady plodding, a great business can be built up and a lasting reputation made.

S. & D. have offices in New York, Chicago, New Orleans, St. Louis, Atlanta and Philadelphia.

A new building has recently been put up and fully equipped, in order to cope with their fast growing trade.

The new addition is a six-story structure of concrete, brick and steel, its front being attractively finished with Caledonian brick. It faces West Pratt Street, and stands on a plot of ground that has an 85-foot frontage. The building itself has a frontage of 70 feet, and runs back to and connects with one of the older buildings that fronts on Dover street. The ceilings are all high—running from 14 feet on the lower floors to 12 feet on the top floor. Even the concrete-floored basement that runs under the entire new building, has a 12-foot ceiling. That means an abundance of light and excellent ventilation throughout. In the apportionment of this large, light and airy space among those laboratory departments now housed in that part of this busy plant, economy of time and effort, convenience and promimity to sources of supplies, and the health and comfort of the large working force were ever kept in mind, with the natural result—both capacity and efficiency have been markedly increased. This new basement is logically used for the storage of crude drugs and heavy stock. Here, too, have been installed three large steel slides and a large hydraulic lift for moving heavy goods in and out.

The first floor is occupied by the order department and some finished stock. The second floor is devoted entirely to finished goods. The shelving on these two finished stock floor of the latest all-steel type—the most cleanly, most lasting, and the least inflammable made The third is the pill floor. In the southern half of this floor are installed the latest, most efficient massing and pill-making machinery. This is the home of the cleverly-designed and remarkably accurate machine that turns out the millions of Lapaltic Pills that are sold throughout the civilized world. In the northern half of this floor is the pill packaging department—convenience again.

And now we come to the fourth floor—one of the busiest in this busy building. This is the hypodermic tablet floor that, perhaps more than any other thing they make, have brought a far-and-wide fame to the house of S. & D. Not even the extremist could justly find any fault or discover any defect in the thoroughly aseptic environment so rigidly maintained down to the minutest detail.

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staff, the sales department, the private offices of the president and general manager, and a reception room for visitors. The light, air, ventilation and entire freedom from the noise inseparable from every down town city business street make these most attractive, delightful and healthful quarters for the Baltimore officials and staff.

The sixth is the gelatin floor. Here we find the latest, up-to-the-hour machinery for the manufacture of a large and elegant line of gelatin products.

On each floor, from the basement to the top, is a large fireproof safe for papers, expensive chemicals, etc.

With its present and prospective equipment, "the old Reliable" has surely entered upon a new era of deserved success.

Montreal College of Pharmacy.

ANNUAL MEETING.

The regular annual meeting of the Montreal College of Pharmacy was held in the College building on Monday 13th, with a good attendance of members.

The secretary's report, among other items said:

Perhaps the most important event in the affairs of the College was the addition of a major course of practical pharmacy under the direction of the Dean, and a major course in practical chemistry under Prof. Nadeau, of the College staff. Both classes were well attended, the students taking a keen interest in the demonstrations.

Through the kindness of Prof. Nadeau, the College was permitted to extend to all students of pharmacy a series of five (5) free lectures. The attendance proved the lectures were appreciated. A valuable addition to the number of specimens and micro. slides belonging to the College was obtained by the purchase of the collection of the late Prof. Bemrose.

"I also regret to report the loss through the year of two members, M. H. H. Lyman, who lost his life on the 'Empress of Ireland,' and was a life governor of the College, and Mr. O. Dowler, who was a member for many years."

The following officers were elected for 1915-1916:—Hon. President, Mr. D. Watson; President, Mr. L. G. Ryan; Vice-President, Mr. M. Albert; Treasurer, Mr. W. H. Chapman. Executive Board: Mr. A. T. Christie, Montreal; Mr. H. Singer, Montreal; Mr. O. St. Amour, Ste. Agathe; Mr. W. S. Stone, Montreal; Mr. O. H. Tansey, Montreal; Mr. M. Freeman, Montreal; Mr. S. Boulkind, Montreal; Mr. R. S. Bryson, Montreal; Mr. C. T. Milne, Montreal.

The following was the prize list:—

The Dean's Silver Medal for Botany, won by Miss Dora Schacher.

The President's Bronze Medals for Materia Medica, Junior, won by Leopold Teta (English class); Paul V. Charland (French classs).

Chemistry, Senior—Prizes won by W. J. Kavanagh and J. H. Scharf.

Chemistry, Junior—Prize won by J. C. Cusson.

Botany—Prize won by J. H. Scharf.

College diplomas were presented to the following:—Miss Dora Schacher, Mr. L. A. Casey, Mr. J. H. Scharf, Mr. Isidore Getz, Mr. Harry F. Gald, Mr. Joseph Eidlaw, Mr. Charles Hillrich, Mr. Wm. Laebee.

Certificates were presented as follows:—Miss Dora Schacher (Honors), Mr. L. Tetu (1st honors), Mr. Paul V. Charland (1st Honors), Mr. W. J. Kavanagh (Honors), Mr. J. H. Scharf (Honors), and these:—L. A. Leduc, botany; C. Hillrich, chemistry and materia medica; C. M. Colle, chemistry and materia medica; J. B. Martin, materia medica; H. Neamton, materia medica; S. Frischling, materia medica; S. Schmerling, materia medica; L. Lightstone, materia medica.

The Dean, Mr. A. B. J. Moore, made the presentations.

At the meeting there were a number of students present, who through one of the members of their students' association, presented to the College an enlarged photo of the Dean. This, in Mr. Casey's words, was to "show in a small manner, their appreciation of the Dean's many efforts in their behalf." The Dean, in acknowledging this mark of respect, urged the students to make every effort to secure the diploma of the College, as this not only showed their ability but proved a tie to their Alma Mater.

The enrolment of students for the year was much above the average, and gave prospects of further increase for the coming session of the school.

The present faculty of the College composed of the Dean, Prof. A. B. J. Moore, Prof. T. Linsey Crossley, Prof. L. S. Desautels and Prof. Herve Nadeau.

Waiter—"Haven't you made a mistake, sir."

Guest—"Why, what do you mean?"

Waiter—"Well, you've given me a penny, sir."

Guest—Oh, that's all right. I never give less."—*London Mail.*

Jinks—"It was a treat to listen to him."

Jenks—"What did he say?"

Jinks—"What will you have?"—*Town Topics.*

A boy was coming back from his shooting trip, looking rather dejected.

"Not much luck, hey?" asked a man. "Shoot anything at all?"

"Shoot my dog." laconically answered the boy.

"Shoot your dog?" repeated the man. "Was he mad?"

"Well" answered the boy, "he didn't seemed particularly pleased."—X.

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FRANCE—O. F Graband, 19 rue de Richelieu, Paris.

Editorial.

The Drug Market.

It is absolutely impossible to give any intelligent valuation on drugs and chemicals, as the prices are changing so rapidly that it would be absolutely useless; however, a few notes on some of the leading chemicals may be interesting.

We were getting some chemicals from Holland, but the exportation of them is now prohibited, which complicates matters still more.

Cod Liver Oil has about doubled in price, the fact is the supply has been cornered by Germany and the consequence is that the large handlers of this are faced with the prospect of not being able to get enough to supply the usual demand during the winter time.

Bromides are very much higher, as the manufacturers are unable to obtain Bromine in sufficient quantities to keep up with the demand.

Epsom salts— the manufacturers are unable to supply the demand, and the consequence is the price is gradually soaring.

Mercurials—prices have been steadily advancing on these.

Sodium Salts—the demand is very active, and in nearly all cases supplies are falling short of the immediate requirements. Especially does this refer to Soda Salicylate and Soda Benzoate.

Carbolic Acid—stocks are gradually becoming depleted in Canada, and apparently there is no chance of getting any further shipments, so that many of the houses are cutting down their orders, even at the high price.

The general report from the wholesale trade is that they are receiving about the usual number of orders but the size of the purchases on account of the high price, makes the volume of business small, and yet requires the same staff to handle the orders.

While the price of many drugs and chemicals seem high at the present time, unless conditions change, very materially, they will seem low as compared with what will have to be paid a little later on, as price is almost out of the question; the query is whether supplies can be obtained at all or not.

There are practically no supplies coming from abroad, and we are entirely dependent on the American markets, and as their stocks become depleted the holders of goods advance the price.

The C. Ph. A. Convention.

The question has been asked many times during the past few months "Shall there be a Convention this year?" We have just received word from the Secretary of the C. Ph. A. that the President, after conferring with the Executive, has decided not to hold a convention this year, and we are inclined to think that every reader of the Druggist will agree with this decision. The Secretary and other officers of the Association have gone into the matter very carefully, and have come to the conclusion that it would be unwise to hold a convention under the present conditions.

Under ordinary circumstances an annual meeting of the Association is of the most vital importance. It is just as necessary as an annual stock-taking in the retail drug store. But we all agree on this point. It is a time for every man to put forth all his energies for the sake of the empire.

Election of Officers.

The Pharmaceutical Association of the Province of Quebec has elected the following officers:—

President—Mr. J. E. Lecours.
1st Vice-Pres.—Mr. H. W. Reynolds.
2nd Vice-Pres.—Mr. W. P. Laroche.
Treasurer—Mr. J.A.D. Godbour (re-elected).
Secretary—Henri J. Pilon.

Councillors—MM. John E.Tremble, Honorary President; A. J. Laurence, A. L. Jolicoeur, E. C. Fraser, F. H. Spearman, Edm. Vadboncoeur, A. D. Quintin, S. Boulkind,

The Major and Minor examinations will take place on the 20th of September next at Laval University, Quebec.

The Busy Mans' Creed.

I believe in the stuff I am handing out, in the business I am engaged in, in my ability to get results.

I believe that honest stuff can be passed out by honest men, by honest methods.

I believe in working, not weeping; in boosting, not knocking; and in the pleasure of my job.

I believe that a man gets what he goes after; that one deed done to-day is worth two deeds done to-morrow, and that no man is down and out until he has lost faith in himself.

I believe in to-day and the work I am doing; in to-morrow and the work I hope to do, and in the sure reward which the future holds.

I believe in courtesy, in kindness, in generosity, in good cheer, in friendship, and in honest competition.

I believe there is something doing, somewhere, for every man ready to do it. I believe I'm ready—RIGHT NOW.

And again I say, "He can who thinks he can."

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Optical Department.

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THE MICROSCOPE.

The microscope, like the telescope, depends on refraction for its action.

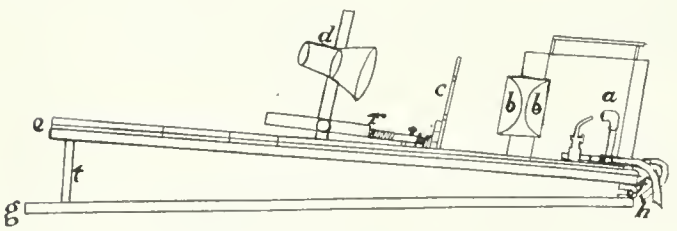
The name comes from two Greek words, "mikeros," small, and "skepeo," I see.

To physicians, by far the more important of the two instruments is the microscope, as it is by the use of this instrument that many hidden mysteries of life and living organisms have been discovered.

There are two kinds, simple and compound microscope. The simple microscope consists of a convex lens of short focus, mounted for convenience in handling. In this class there is a large amount of chromatic aberration. This sort is commonly used as a dissecting microscope; another name for this is a hand magnifier or reading glass.

The compound microscope, on the other hand, is far more reaching in its effects.

This in its simplest form is made up of two convex lenses, one of short focus, and one of long focus, mounted on the same optical axis. The lens with the shorter focus is placed near the object, therefore is called the objective or object lens. The image formed by this is then viewed by the eye through the eyepieces or long focus lens.



LECTURE XXV.

The principle involved is as follows:

The object to be examined is placed a little further from the objective than its focal distance, a real image form is magnified, and inverted on the opposite side of a lens. This is viewed through the eyepiece in such a way that it is between the lens and its focus. Being thus examined, a virtual and still further magnified image is seen. This final image is inverted.

THE COMPONENT OF A MODERN MICROSCOPE.

From the formation of the simple microscope or magnifying glass, as it used to be called by our forefathers, to the high power microscope of to-day, is a very long step indeed. If our forefathers had been told that by means of a glass the circulation of the blood itself would be seen, they would not have believed it, but still such is the case; but the construction of the modern instrument needs special explanation. But it must be remembered that although there may be a multiplication of parts, the principles involved are identically the same, and may be divided as follows:

1. The objective glasses, both dry and immersed.
2. The eyepiece.
3. The shaft or tubes, with attached parts.
4. The stage.
5. The method of illumination.
6. The source of illumination.
7. The arrangement of magnifying power.

In taking up the first of these, the object glass, this, as already told you, is the lens nearest the object to be examined. Instead of the simple bi-convex lens of our grand parents, which has given way long ago to the objectives of greater and greater complexity, all the time. This was found necessary on account of the deeper researches being made in biology and other work, where high power lenses are required. Not only are the microscopes now fitted with achromatic lenses in the object glass, but are often made up of a number of such lenses. But you must remember this, that for every additional lens in the objective there is also a loss of light, by virtue of the number of media and numerous surfaces through which it has to pass. No objective of a given power can do all the work required of it to perfection. There are other objectives used, such as the immersion lens, which, as its name implies, is immersed in either water or oil, it being claimed that the aberration is less in this class of lens than with the ordinary objective.

There are eight things that should be remembered in regard to objectives:

1. Its magnifying power.
2. Its angle of aperture.
3. Working distance.
4. Defining power.
5. Penetrating power of focal depth.
6. Resolving power; this is the property of separating and clearly defining very closely placed dots or lines.
7. Flatness of field.

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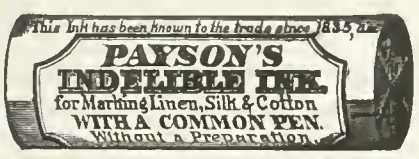
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8. Over adjustment; all object glasses of less than 1-5 of an inch focus may be classed as high powers.

THE EYEPIECE.

This generally consists of two plano convex lenses, the convexity of each being towards the objective, the one nearest the object being called the field-lens, and the other the eye-lens

The tube of this is generally composed of brass with a thread at each end for receiving the tread of the lens carrier, and is for the purpose of keeping the eyepiece and the objective lens in the same optical axis.

The stage is for the support of the object. It is attached to the body of the instrument in such a way that the plane of the surface is at right angles to the optical axis of the tube. The illumination of the object is generally by ordinary light, depending on whether the object is opaque or transparent. In the first of these, it may be either direct or oblique, or simple or condensed.

The simple method is by means of a silvered mirror or reflector, by means of which the light is directed through the aperture or the stage, along the tube to the eye. The mirror, in the more expensive microscopes, is mounted on a universal joint, so that it can be turned at any angle.

To throw a brighter illumination upon an object by either of the three following methods:

1. Concave mirror.
2. Condensing lens.
3. By an acromatic condenser.

The oblique method of illumination is carried by means of light reflected obliquely from a mirror mounted upon an arm in such a way that it will throw a beam of light upon the object at any desired angle.

This can also be done by means of a condensing glass, which is a convex glass mounted in such a manner as to throw the condensed rays of light upon the upper surface of the object, and reflected from thence along the shaft of the instrument.

There are two or three sources from which the light is obtained—sunlight, daylight, cloudlight, and artificial light. Sunlight direct is, of course, far too strong to be used direct. Daylight, for the beginner, is by far the best. The experienced microscopist, though, will always use cloudlight, if he can, that is sunlight reflected from a cloud. Artificial light, of course, comes from electric lamp, student's lamp, or gas.

PROJECTING LANTERNS.

In lanterns used for the purposes of projecting or throwing photographic or other images on a screen, the support or stage on which the photographic slide is placed is close to the condensing lens,but at an invariable distance from it.

Now the objects from this sort of lantern are projected at a size nearly equal to the condensing lens. This is the only adjustment that can be made to illuminate their whole surface; but when the diameter of the field occupied by them is only one-half or one-quarter the size of the condenser, the brilliancy of the result obtained may be greatly increased by removing the supporting stage or object carrier to a greater distance from the condenser, allowing a convergent beam of light to fall on the object. To accomplish this requires a lantern of the following form:

In the diagram accompanying this lecture, (a) represents a light on an adjustable base, which may be used with a condensing lens of a very short focus; (bb) is a short-focus condensing combination; (c) the stage or support to hold the photographic or other design to be projected; (d) the projection lens formed of three separate lenses, and giving a perfectly flat rectilinear field.

You mount a, c, d on a flat board, e, f, to the end of which the lantern box or housing a, b, is attached. Freely open above and below for ventilation. The base board is grooved so that a, c, d, are movable, thus allowing them to be placed at varying distances from one another. C and d are also connected together by a rod (r) carrying an adjusting screw at r, by means of which change can be made so as to bring about complete focus of image upon the screen. The base, e, f, is attached to a second or under base, g, h, by a hinge at h, which allows the end e, of of the board e, f, to be raised to any required angle, at which it may be retained by the block t. This is a very convenient lantern, for it can be packed in a trunk.

Judson Ellis Dies From Wounds.

One of the members of the Canadian Drug Trade, who has given his life for the Empire, and the great cause for which it is fighting, is Judson Ellis, of Alliston, Ont., a member of the 3rd Field Ambulance, who has died from wounds received on the battle line in France on May 21.

Mr. Ellis was one of Alliston's most popular boys. He served his apprenticeship with E.B. Schell, of Alliston, graduating from the Ontario College of Pharmacy with honors in 1913. Following graduation he took a position with the Gordon Mitchell Drug Co., Winnipeg, where he enlisted.

Corporal A. E. Thomas Killed in Action.

To C. M. S. Thomas, the veteran druggist of Amherstburg, Ont., the drug trade extends its deepest sympathy in the death of his son, Corporal A. E. Thomas, who fell while fighting with the Canadian Contingent in France.

Mr. Thomas has just reason for pride in the sons he has reared, for not only has one given up his life for the honor of the flag, but three others are also serving with the colors.

"I don't see why you call your place a bungalow," said Smith to his neighbor.

"Well if it isn't a bungalow, what is it?" said the neighbor. "The job was a bungle, and I still owe for it."—X.

Pharmacy in Europe.*

By Ernest O. Engstrom, Ph. G., Pittsfield, Mass.

Last year it was my pleasure to be invited by my brother to make an automobile trip through Europe, and I naturally tried to observe the condition of pharmacy as practised in the places through which we traveled. Dr. H. L. Taylor, of the New York State Education Department, gave me letters of introduction to several prominent men in pharmacy in the several countries.

The first country we visited was England, and it seemed to me that the conditions there were similar to our own. Any pharmacist with a certificate of examination can establish a drug store at will, and the financial prospects of the so-called chemist are no better than with us. To illustrate this: my wife's ancestors came from the Southwestern part of England, and we had the pleasure of stopping at one of her ancestral towns of about 15,000 population. In wandering about on the streets we noticed in the window of a drug store postal cards, Lipton's tea in packages, Colgate's toilet goods, etc., and upon going in to make some purchases we found Mr. Chemist behind the prescription counter compounding a prescription. After making ourselves known, we found out that his assistants in the store were his wife and son; we were invited upstairs to his living apartments above the store, and his wife took pride in showing what she claimed to be the most beautiful room in Devon. This room was really a studio, where Mrs. Chemist was earning money by painting bric-a-brac and china cups, plates, etc. While we were looking over these products of her artistic skill, we observed that one of the ladies of the town entered and in the same room was fitted to a hat by the daughter of the chemist. This gentleman later informed me that it was necessary for every member of his family to engage in some useful occupation, in order to make a good living. The store proper had about 30 feet frontage and 20 feet depth, and was filled with anything the chemist thought he could sell.

In London we found a Rexall store on the Strand, in one of the largest hotels. This store had an American soda fountain and the price for a glass of soda was 1 shilling in English money, or about 24 cents. You could buy, in this store, a great many of our popular patent medicines, which were selling at an advanced price of 25 per cent., this being due to a special stamp on all such preparations. The clerk in charge was very kind in answering my questions, and I was told that the profit on some of the goods sold had been reduced, on account of competition, but they managed to average more than 40 per cent. gross. The clerk hire was much lower than we pay, as two pounds (about $10) a week was considered high wages, and very few of the clerks could demand that salary; most of them would work for $5 and $6 a week; also the most of the drug stores are keeping open about twelve hours a day with a clerk in attendance for prescription and necessary medicines at all times during the twenty-four hours.

*Bulletin Massachusetts College of Pharmacy.

In Holland we found the stores divided into two distinct classes: First, the prescription pharmacy, where only medicines and sick-room supplies could be obtained; and, second, the chemist shop, where you could buy anything, including paints, oils, gasoline, etc. Some of these stores carried a large line of rubber sundries, toilet goods and perfumery, but we found very few places where American soda water could be had, and when we found one of these we were charged about 25 cents a glass.

The law in Holland is very clear; the doctors prescribe and the druggists prepare the medicines. Physicians cannot sell medicines unless by special authority in districts where there is no apothecary. A pharmacist is prohibited from entering into any agreement with a physician directly or indirectly, with regard to the supply of medicines; this prohibits all secret formula prescriptions, etc.

In Sweden, Norway and Denmark the number of drug stores are limited, privileges or permits being granted to examined apothecaries only in such stores as are already established, or when the population increases sufficiently to warrant the establishment of a new store. There is only one store for every 15,000 or 20,000 inhabitants. There are, besides these stores, a number of merchants who handle the common household remedies, toilet articles, a few advertised patent medicines, kodak supplies, heavy chemicals, etc. Some of these stores do an excellent business, but they are not allowed to fill doctor's prescriptions and are not recognized as pharmacies. The privilege to conduct a pharmacy is very valuable, and $25,000 is often paid for the same. It is impossible for a young man to obtain such a permit, as, when a vacancy takes place, the applications are numerous from the examined apothecaries, and the commissioners decide who shall be granted the privilege of the number of points credited to the applicants; the best marks at the time of his examination and the conduct of the store where he has been head clerk, according to reports given to the drug store inspector, together with years of service, determine the chances of the winner.

This precludes the possibility of an ambitious young man's opening a store of his own. I have a relative who has been running a drug store in the city of my birth for the past eighteen years; he bought and paid for the store and building, but must every year pay to the retired apothecary, as long as he lives, $2,000 a year, because this man has the permit in his name. I asked my relative if he did not wish the old apothecary would die. He stated that he was not so sure that he would be able to get the permit even now, after eighteen years of occupancy, as some other applicant, should this man die, may have more points to his credit than he has himself. He could hardly feel safe until he has been there at least twenty years. If the present owner of the permit should die, the new man receiving it may not be willing to sublet, and so he would be obliged to pack up and go somewhere else. The stores are inspected once or oftener each year, and as the rating of the man in charge depends

largely on how the stock, etc., is kept, I can assure you every store has an incentive which keeps it in nearly perfect shape. It was a pleasure to go into their stock rooms and see the clean, splendid condition of the crude drugs and pharmaceutical preparations. The business ability of my relative is proven by a large bottling establishment for carbonated water, which he operates in connection with his drug store. He had also been appointed bank examiner for the city.

The social position of an apothecary is among the best in the city. He is certain to make a very good living after he has reached the age when he can obtain the permit for a store. No cut-throat competition can hurt him and the State governs the price of drugs, which gives one a lucrative profit. The sales are not as large in dollars as in our stores, but when you consider the right to supply the 20,000 people with drugs which permit a gross profit of about 60 per cent., and the cost of doing business not more than 30 per cent., the net income of 30 per cent. on the gross sales is well worth having. The pay for apprentices and junior clerks is very small, and sometimes they work for nothing the first year. The highest salary paid, I was told, did not reach $12 a week for a head clerk.

In Germany, conditions are very similar to those in the Scandinavian countries, but there is about one drug store for every 10,000 population, and I think I saw more of the chemical shops in Germany than in the other countries we had visited. I had a very pleasant conversation with a proprietor of one of these large stores. He was making money in his business, and it certainly looked as if he was selling lots of goods: there were three girls doing typewriting in his office, and he had about a dozen clerks working in the front store, waiting on customers. He said the regular pharmacists were simply men with big theoretical ideas, but from a business standpoint, theoretical knowledge did not make the money that could be made along commercial lines. I visited several of these stores and we usually bought our gasoline from them. In one of these stores I noticed a shelf bottle marked Lycopodium. I asked the owner if he, not being a regular pharmacist, could sell that drug; he immediately brought out a book with a list of medicines he was permitted to stock, and found Lycopodium enumerated, stating it could be used as a dusting powder. In Cologne we found a great many large, beautiful stores which carried only perfumes, soaps and toilet waters, cologne, etc., each with a special manufacturer's goods.

In Belgium and France they have not the same restrictions as to the number of stores, but they have the same two kinds of drug stores, one professional and the other a commercial store where no prescriptions can be compounded, but harmless, simple drugs and poisons for manufacturing purposes, or for use in the arts, may be sold.

The requirements for each country differ, the examinations being held at some central point and conducted by doctors, druggists or professors, as the case may be. Examinations may cover a period of days or weeks, as, for instance, in Switzerland, the State examination extends over a period of five weeks and consists of practical, written and oral work, covering a large field. In conversation with a pharmacist who seemed to think our requirements were very crude, when I took issue with him he insisted that our knowledge of chemistry was far below the standard of Europe. I am glad I had just finished my work on the Pharmaceutical Syllabus in that department, and was able to prove to his satisfaction that we were not behind the best of them in true pharmaceutical knowledge. It is a fact that we learn pharmacy in the Massachusetts College of Pharmacy as well as in any place in the world, but our fundamental and entrance requirements, as, for instance, Latin, Greek, higher Mathematics, Geology, Zoology, etc., cannot compare with those in Europe.

The preliminary requirements in most of the countries are equivalent to a four years' course in the high school and then a pharmaceutical college diploma.

In Italy, just before we left for the only country in the world, I went into a drug store in Naples, and found the proprietor busily engaged in putting eye water into the eyes of the Italian emigrants who were going to leave their own country on the same steamer that we did, for Boston. I found out that the druggist was doing this work because some Italian emigrants had been excluded on account of glaucoma, a disease of the eyes.

In Pompeii we saw among the ruins some remains showing that the apothecary was there as early as the first century.

The general laws of European pharmacy have their foundations as far back as the thirteenth century, and whereas our pharmacies are an outgrowth of the general stores, European pharmacy is an outgrowth of the branch of medicine, and the protection of the profession is found in such expressions as "The number of pharmacies in every commune should not be greater than the need of the population," "The lives of the citizens, the honor of the physicians and surgeons being entrusted entirely to the hands of the pharmacists, it is necessary that they show the greatest capacity and uprightness in the preparation and expedition of medicines."

I have tried to describe the conditions as I found them, by actual contact with the owners and clerks of the pharmacies and drug stores in Europe, and am glad I have seen them.

A tourist recently stopped for a drink of milk at an Irish cottage. He noticed on a dresser a brick with a faded red rose on the top of it.

"Why do you keep these?"

"Sure, sir," was the reply, "there's memories hangin' about them. Do you see this big dent in my head? Well, it was the brick done it, sir."

"But the rose," asked the tourist.

His host smiled quietly.

"The rose, sor, is off the grave of the man what threw the brick.

Two Anniversaries Held.

CARPENTER-MORTON CO. CELEBRATES ITS 75TH BIRTHDAY AND VICE-PRESIDENT NEWTON'S 50TH WITH OUTING.

Newton, Mass, June 12.—The 75th birthday of the Carpenter-Morton Company of Boston was celebrated this afternoon at the Riverside Recreation Grounds by about 170 officials and employees of the company and their friends, the latter including men prominent in the paint trade of New England.

As the party walked over the rustic bridge into the grounds at Riverside, amid ideal surroundings, a motion picture film was taken, same to become part of a movie-film of representative New England Business Houses, to be displayed at the coming convention of the National Hardware Dealers' Association at Minneapolis, in an effort to secure the next convention for Boston.

At the dinner, Treasurer George C. Morton, sketched the business career of the house that was started by Eleanor F. Pratt, who in April, 1840, opened a paint and window glass business at 5 Broad Street Boston. In the 75 years there have been six changes of name.

The fine record of the company is not due to any large accumulation of profits, but is the result of pursuing a consistent and progressive policy, and of giving good values and good service, thus building up an increasing clientele of loyal customers, said Mr. Morton.

President James B. Lord told of his beginnings with the company in 1889, and Vice-President Frederick H. Newton, who has an anniversary of his own to celebrate, described the days of his first employment in 1865. Others who spoke were M. Elton Vose, assistant treasurer; John P. May, C. F. Howland, and A. P. Felton, officers of other companies; George L. Gould, L. A. Morrow, A. H. Decatur, George A. Richardson, John W. Campbell, R. H. Hyland, W. E. Gilmour, A. I. McLaughlin, and W. C. Soule.

Many letters were read from old employees, expressing regret at inability to be present; among others, Mr. Corham B. Coffin, of Chicago, who started in the paint business with the company in the early sixties; Charles W. Bassett, Worcester, Mass., an old employee, and Benjamin F. Barnard, Wakefield, Mass., one of the star salesmen of the company 50 years ago. Wm. Agge, Salem, Mass., also wrote interestingly.

At the conclusion of the speaking all participated in a dancing party, the intermission being enlivened by fancy dancing, and musical numbers by Miss Rachel Felton, Mr. Thos. McLaughlin and sister, and the Nordstrom Trio.

The afternoon was devoted to sports. A baseball game between the married men, captained by J.N. Baker, and the single men, captained by W. M. Wade, was won by the latter, 9 to 8. Kennedy and Ryan comprised the battery, and Farrell and McIlroy for the losers.

Friend—I've noticed Cutts, the tailor, going up to your studio every day for a week. Is he sitting for you?

Artist—No, he's laying for me.—*Boston Transcript*.

American Pharmaceutical Association.

The Denver branch of the Association reports the following program of entertainment for members en route to San Francisco on the A. Ph. A. special train, which will leave Chicago 11 p.m. July 29th.

Train will be met on arrival in Denver at 7.20 a.m., Saturday, July 31st, and members escorted to Albany hotel where breakfast will be served and a few addresses made.

Party will then proceed by trolley to Golden in the foothills of the Rockies; thence by automobile over a new and beautiful road to summit of Lookout Mountain, when a stop of several hours will be made and a box lunch served.

Returning the party will reach Denver at 4.30 p.m. in time to do a little sight seeing or shopping before the special train leaves for Colorado Springs at 7.45 p.m.

Advices from Salt Lake City report that a joint committee of the Utah Pharmaceutical Association and Salt Lake Retail Druggists' Association has been appointed to arrange for the entertainment of visitors upon the arrival of the A. Ph. A. special train in their city, details of which will be announced later.

Buffalo College of Pharmacy.

The 28th annual commencement of this College occurred at ten-thirty, Friday, June 4th. The exercises were held in the Teck Theatre which, in spite of its large seating capacity, could not hold the crowds present, many being obliged to stand throughout the exercises. While the other departments of the University joined in the affair, the Pharmacy College presented the largest number of graduates, 53 receiving the degree of Graduate in Pharmacy, and 12 the degree of Analytical Chemist.

The address was given by the Rev. Andrew V. V. Raymond, D.D., one of the Counsellors of the University.

Kent-McClain Again.

The Olds Drug Co., of Olds, Alta., are taking care of their kodak department this year by the addition of a special fixture for the purpose, supplied by Kent-McClain, Limited (Toronto Show Case Co.), of Toronto.

Two Irishmen had to start to work at five o'clock in the morning. During the night, however, their clock stopped, and, getting up very early next morning, they started for their work.

"We needn't go now," said Pat, "for there's the sun up."

"That's not the sun," said Mick. "It's the moon."

Just then they met a tramp coming along the road.

"If you plaze," said Pat, "will you tell us is that the sun or the moon?"

"I don't know," said the tramp, "I'm only a stranger here myself."

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Trade Notes

ALBERTA.

J. W. Johnstone, Calgary, Alta., has sold his drug business.

C. J. Anderson has succeeded R. D. Mace in the drug and stationery business at Big Valley, Alta.

D. McEachern, of Empress, has been admitted into partnership with H. C. Shepherd, druggist.

DeWitt Speers has succeeded the drug business of J. W. Johnston, Calgary.

H. A. Hart has succeeded the Gadsby Drug Co., Gadsby.

MANITOBA.

P. R. Magee, St. James, Man., has had his drug stock damaged by fire.

S. J. Cummings has succeeded the Beasejour Drug Co., Beasejour.

ONTARIO.

Dr. M. H. Gillies has succeeded R. E. Campbell, of Teeswater.

The Credit Drug Co., of Port Credit, has obtained a charter.

H. Samson has succeeded to the Fordwich Drug Store, Fordwich.

G. W. Brander, of Porcupine, has started a new drug business in Brantford.

The Curtis Defoe Drug Co., of Haileybury, has opened a branch in Cobalt.

Dr. P. B. Robinson has succeeded to the Comber Drug Store.

E. J. Mitchell has succeeded the drug business of Messrs. Pettit & Mintrie, Fergus.

The stock of Mr. F. H. Walley, Waterdown, Ont., was destroyed by fire on May 25th.

W. H. Gillespie has purchased the drug stock of the Central Ddrg Co., Ltd., Fort William.

W. F. Sullivan has started a new drug business at 416 Queen St. East, Toronto.

Elmer E. Pine has purchased the St.Clair Ave. West Toronto branch of A. C. Avery's drug business.

Dr. Fielding has succeeded the drug business of J. Vanderson, of Scotland.

W. C. Avery has sold the St. Clair Ave., West Toronto branch of his drug business, but is continuing his main store at 700 Yonge Street.

QUEBEC.

C. M. Gordon, druggist at Kazabazua, is dead.

H. W. MacGowan, druggist at Knowlton, is dead.

Pharmacie Rosemount has recently registered at Montreal.

Dr. J. H. Larose, has succeeded Mrs. A. Vallincourt Canby.

Picard Romauld has opened a branch drug store at Aylmer.

Aetna Chemical Co., of Canada, Ltd., have recently been registered at Montreal.

Canadian Pharmacal and National Daisy Perfumery Co., have been registered at Montreal.

Compagnie Generale D'Importation Francaise, Mfrs., Medicines, have recently registered in Montreal.

The Anglo Canadian Chemical Co., have recently been registered at Montreal.

Paquire Bros., Montreal, have dissolved partnership

SASKATCHEWAN.

Leith & Doyle, of Bromhead, have sold their drug business.

George Crawford has opened a drug store at Leslie.

C. H. Morrison has succeeded Shaunavon Drug and Stationery Co., at Shaunavon, Sask.

O. H. Singleton has succeeded the drug business of H. C. George, at Glenavor.

College of Pharmacy Selects New Council.

Nominations for the Council of the College of Pharmacy closed recently and the following were elected by acclamation:

District No. 1.—Henry Watters, Ottawa.
District No. 3.—J. J. Jury, Bowmanville.
District No. 4.—W. H. Worden, Toronto.
District No. 5.—G. E. Gibbard, Toronto.
District No. 6.—H. G. Robertson, Barrie.
District No. 7.—Alex. Stewart, Guelph.
District No. 8.—B. Griffin, Hamilton.
District No. 9.—T. E. McLellan, Galt.
District No. 10.—C. T. Adams, Sault Ste. Marie.
District No. 12.—E. R. Wigle, Goderich.
District No. 13.—Albert Johnston, Sarnia.

There will be contests in districts 2 and 11. In district No. 2 the candidates are E. W. Case, Picton, and C. F. Prouse, Kingston, and in District No. 11, J. T. Pepper, Woodstock, and J. F. Roberts, Parkhill, are standing for election. Election papers were sent out on July 15, and must be returned to the registrar of the College on August 4, which is the last day of entry.

Mike—"Begorra, an' I had to go through the woods the other night where Casey was murthered last fall, an' that they say is haunted, an' bedad I walked backward the whole way."

Pat—"An' what for wuz ye after doing that?"

Mike—"Faith, so that I could see if anything wuz comin' up behind me."

Nell—She has a motor-car tongue.

Clara—What do you mean?

Nell—Oh, she's always running people down. — *London Mail.*

The Martin, Bole & Wynne Co., Lt'd.

Wholesale Drug Merchants and Manufacturing Chemists

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COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

The Salesman of 400 Years Ago.

Between the first and second floors of a house-facade at Nurnburg (Deutschland) exists an ancient mural fresco in colors depicting the traveling merchants and salesmen of some '00 years ago. Being an historic feature of the city, the fresco has been kept up by retouching, so that to-day the wall picture is about in as good a shape as centuries ago.

Then-a-days, merchants were their own traveling salesmen. First, on this entry to a town of the middle ages,—we see the head of the procession, entered by the historic "tromr" (drummer), followed by the horses drawing the cumbrous wagon laden with merchandise. Immediately following this is the merchant's own "state carriage." He has alighted on entering the town, and is either in confab with a partner or a prospective customer.

It will be noticed that most of the merchant's retinue are armed. The man in armor on horseback would make the epoch fully four centuries back that the fresco was painted. In those old days the traveling merchants were constantly "up ag'in" those who believed in the two d's—divide and deliver!

This glimpse into the hoary past re salesmanship will interest the traveling salesman of an enquiring turn. What a contrast to the hotel life and parlor cars and all conceivable human conveniences he enjoys to-day!

Having access to a small volume entitled, "Hints to Commercial Travelers," printed 85 years ago, I glanced through the rare booklet. It makes entertaining reading! The author, writing of hotel experiences, mentions some of the miseries of winter traveling per stage coach from town to town. "The next conveyance leaves at 4 a.m.—there is only one a day—, so you have to be up by 3.30 and descend to the drafty, chilly, fireless general waiting-room to await the arrival of the stage. A pelting, driving rain beats against and rattles the shutters and windows of the deserted waiting-room. After a while the tooting of a horn feebly sounds in the distance, wafted through the stormy black morn, and a few minutes later you hear the grinding wheels stressing over the sodden sandy road. Now the "boots" (exasperated himself by having had to leave his snug warm bed to call you from yours, and help you with your grips), gives a vicious kick at the door as announcement that "all's ready," and you make a rush out into the howling black night, through the raging storm to the coach—maybe a hundred paces from the door, but sufficient for getting a wetting to "take the starch out of you,"—only to learn the dire news "full up"! You then return, chagrined, to the bleak, lonely hostelry room to wait for daylight, when you have the option of engaging a hack to your next "port of call," or waiting for the conveyance of the ensuing 4 a.m.

No telegraphs then to advise you ahead that all places on the stage had been taken! No press-the-button electric or telephone convenience to spare "boots" giving his customary vicious annunciatory kick! Who would you like to return to those "good old days."

Annual Meeting Canadian Wholesale Druggists' Association.

At their annual meeting held on May 17th, at the Chatean Frontenac, Quebec, the Canadian Wholesale Druggists' Association, the following officers were elected for the ensuing year, and the remaining business on the calendar cleared up.

Hon.-President—Mr. D. W. Bole, Montreal.

President—Mr. D. Hockin, Vancouver.

Vice President—Mr. M. C. Macpherson, Ottawa.

Secretary—Mr. J. Mattinson, Montreal.

Treasurer—Mr. W. S. Eliott, Montreal.

Executive Committee—Messrs. A. Lyman, Montreal; C. McD. Hay, Toronto; E. D. Martin, Winnipeg; T. A. Henderson, Toronto; A. C. Garden, Hamilton; E. C. Mitchell, London, and C. W. Tinling, Montreal.

"What caused the coolness between you and that young doctor? I thought you were engaged."

"His writing is rather illegible. He sent me a note calling for 10,000 kisses."

"Well?"

"I thought it was a prescription, and took it to the druggist to be filled."—*Boston Globe.*

"I saw a magician last night turn water into wine."

"That's nothing. I saw an ordinary chaffeur turn an automobile into a lamp post."—*New York Sun.*

1915 Edition of McKim's Canadian Newspaper Directory Now Issued.

It is now nearly a quarter of a century since Mr. A. McKim, who established the first independent advertising agency in this country, completed the rather ambitious task of publishing the first directory of Canadian publications. The nine successive editions of this valuable work provide the most complete and detailed record available of the growth of Canadian periodicals.

The 1915 edition, of which we have just received a copy, shows that the great war has not seriously affected the newspapers of Canada. While the birth rate of new publications has received a check, and the death rate of the weak ones has perhaps increased a trifle, most of the leading papers, particularly the dailies, show very healthy increases in circulation. Three metropolitan dailies have reached or passed the hundred thousand mark.

A census of the papers listed and described in the 1915 Directory shows nearly 150 dailies, 7 tri-weeklies, 45 semi-weeklies, over 1,065 weeklies, about 40 bi-weeklies or semi-monthlies, 250 monthlies, 3 bi-monthlies and 18 quarterlies—a total of over 1,575 publications.

This means approximately one daily to every 10,000 families, and one weekly to every 1,500 families. From this one would infer that for a comparatively new country, Canada is well read.

A. McKim Limited report the usual keen demand for the Canadian Newspaper Directory, which sells at $2.00. Its red-banded, gold-stamped green cover has become a familiar sight on the desks of advertisers, publishers and business men everywhere who are interested in Canada.

T. C. Wheaton Co. Keeping Busy.

The great European war has necessitated a considerable enlargement of the glass tube works of our old friend, T. C. Wheaton Co., Millville, N. J., who make a specialty of homo vials, and all specialties made from glass tubing. Being entirely responsible, they are receiving very many orders from foreign countries who formerly obtained their glass bottles from the continent of Europe. Their excellent glass products, viz., bottles, ointment pots, homoeopathic vials, etc., are well known in Canada.

Kent-McClain Again.

The Red Cross Drug and Book Store, of Lethbridge, Alta., are taking care of their kodak department this year by the addition of a special fixture for the purpose supplied by Kent-McClain, Limited (Toronto Show Case Co.), of Toronto.

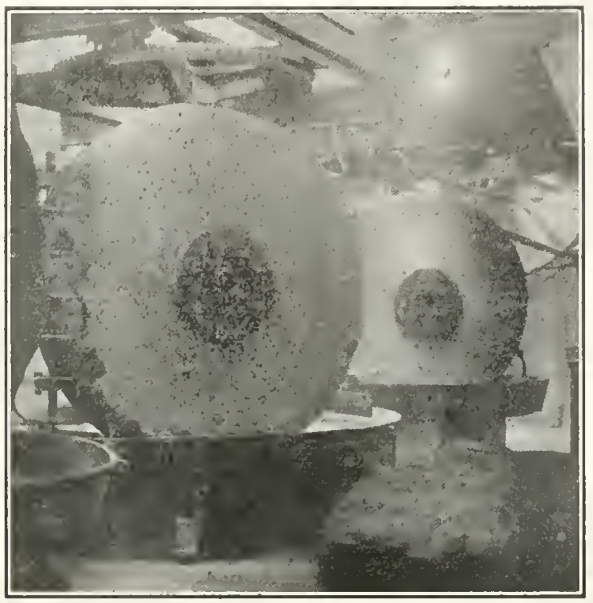
Bobby—"Is oxygen what the oxen breathe all day?"

Papa—"Of course, and what everything else breathes."

Bobby—"And is nitrogen what everyone breathes at night?"—*London Mail.*

Grinding Insect Powder.

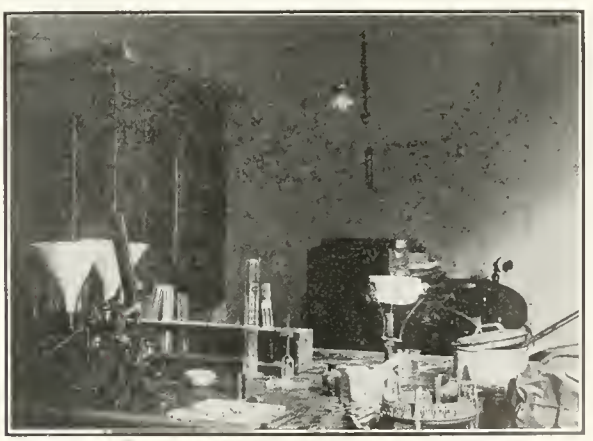
The photograph below is two of the large grinding stones in the Keating mill-room in London, England. Keating's Insect Powder is ground and pulverized into a very fine powder. These heavy stones roll over the



mixture bearing a heavy weight upon it. There are many methods of grinding powder, but while the English method of using circular stones of very great weight may be slow, it, nevertheless, produces the best results and secures a uniformity product.

Studying Bugs Scientifically.

In the Keating Laboratory every form of insect life is studied microscopically, and the effect of Keating's insect powder upon its life thoroughly analyzed. Keat-



ing's Insect Powder is strictly an insecticide. It is fatal to every form of insect life, but is harmless to human or animal life. It is scientifically compounded, and is not a poison in the general sense of the term.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
250 WEST BROADWAY, NEW YORK CITY.

Chas. H. Fletcher. President.

The Canadian Druggist

Vol. xxvii | Toronto, August, 1915 | No. 8

Advertising as an Aid to Selling.

By Bruce H. Robinson, *in Economic Advertising.*

Is advertising an aid to salesmanship? This is a question that some salesmen of the old school are still pondering over.

My first experience in the Grocery Specialty game taught me some of the results obtained by good continuous advertising.

When I first started out as a Knight of the Grip, like a lot more green ones, I had the idea that in selling goods it was ninety per cent the man's own personality, ten per cent. house or goods represented, with Advertising just a game of graft, to be extracted from the manufacturer's profits, and made possible by the "big noise" salesman.

I must confess it did not take very long, for experience is a grand old teacher, and things began to happen that showed me I had the wrong conception of the art of selling. At this point, I must say that I was representing a firm that was attempting to market a line of unadvertised goods.

I began to realize that advertising was very essential in placing goods in a merchant's store, and the only agent that could create the demand to move them off the shelves. It is all very well for a salesman to try to persuade a merchant that the cost of advertising comes out of his profits, and to explain that the manufacturer who doesn't advertise is in a position to give him a chance to make bigger profits. But even if this were true, do you think the merchant would take advantage of the bigger profits, or would he cut the price set by the manufacturer? Just to make his opposition sit up and take notice, he is apt to cut prices, with the result that everybody follows suit, and before long the listed price of the article might as well be left off the package.

There is a certain class of merchants who can be persuaded, and then there are salesman's friends or connections, who will put in an unadvertised line of goods. But when dust begins to gather, and shelf space becomes scarce, friendship arguments and good faith are soon forgotten, and the merchant tires of explaining and demonstrating something he does not know much about. Then again we are living in the Twentieth Century, and neither customer or merchant can spare the time required for a personal demonstration every time a sale is made. The dear public of to-day want what they want when they want it, and you may depend upon it that they get it, if at all possible.

The merchants are beginning to realize this, and show it by stocking those advertised goods, which the public demand. Substitution is gradually dying a natural death, hastened possibly by good advertising.

A big stumbling block to the substitution of unadvertised goods comes in the form of the telephone, especially in the marketing of food stuffs. A merchant certainly has a poor chance of introducing a new line of goods to a customer over the telephone. Then the children play an important part in boosting advertising goods. They go to their grocer with instructions as to what to ask for, or possibly take a note from their parents. Such changes as these, which have come into existence in recent years, have pretty nearly stopped the practice of substitution, at least in the grocery trade.

Perhaps a few personal experiences will serve to explain the reasons for my attitude towards advertising, which, in fact, is the same as that of nine out of ten men in my line of business.

My first experience on the road was with a line of beef extract, which up to that time had never been advertised. I was travelling down in the Ottawa Valley, a wealthy and prosperous section, where people are generally considered to be susceptible to suggestion.

The first man I called on took a gambler's chance, and gave me an order for a dollar's worth of goods, with the proviso that if it sold he would order a little heavier later on. There were some grocers who would only take on the line subject to return if not saleable.

After three weeks of hard plugging, my order book showed about $400.00 worth of business on which my profit was about $80—not much of a meal ticket for a husky man, after deducting traveling expenses.

My next trip for this firm was down into the Maritime Provinces. Here the magazine advertising, which was started after my return from the first trip, had not yet begun to be felt.

As every traveling man knows, the grocers down

there are mighty conservative, and when I started to talk up my line I was confronted with the question of creating a demand. Here was a poser. How was I to make expenses on a line of goods the people knew nothing about? My firm had promised to back up my efforts by a strong local campaign of newspaper advertising in every town, village and hamlet in the territory. This promise did not appeal to me at first, but in desperation I grasped at the argument that advertising would ensure the success of our line, and on the strength of this argument I managed to make an exceptionally good showing on this trip.

The boss was as good as his word. The minute an order was received from a town, the advertising was rushed down to the local newspaper of that town. The result was a whirlwind success. The public took to the line, first as a sort of novelty, then, when the educational work of the advertising copy began to be felt, the demand grew until this line became a household necessity.

Meanwhile, this was also going on in other parts of the country, and on my return to Toronto I found that it was no trouble at all to book orders. Salesmanship was unnecessary, and for the time being I became a mere "order-taker."

Later I had an opportunity to realize once more the futility of trying to sell an unadvertised line. This time my principals were marketing a line of canned sea foods on which, in order to put on the market, they deemed it necessary to cut the price below that of our competitors. The cut price secured some business (but no emphasis on the "some"). Moreover, it was found that the price cutting was more expensive than a respectable advertising campaign would have been. On my return trip, I found that merchants on running out of the line had stocked up again with the goods of our competitors, who had won the respect of the trade for their line through continuous advertising. Here, again, I was brought face to face with the fact that advertising is a necessary adjunct to any selling campaign.

In recent years I have confined my efforts to selling advertised goods, almost exclusively, and nearly every day I am meeting with fresh evidences of the truth that advertising pays.

In my opinion advertising is the secret and cause of repeat orders. Repeat orders build the business that is worth while.

I am certainly a firm believer in the old saying "It pays to advertise," but I think we can almost afford to cut out that part which says "we must deliver the goods." The public to-day are looking for truth in all advertising, and I believe they are getting it.

Drawing Pins.

Buntin, Gillies & Co., Ltd., Hamilton, have just received a large shipment of American made Drawing Pins. These are in three sizes, boxed in hundreds, each pin made from one piece of high grade steel. Dealers will do well to anticipate their school supply wants before the last minute rush.

Hot Weather Specialties.

PERSPIRATION POWDERS.

ASTRINGENT POWDER.

Boric Acid	4½	lbs.
Powdered Alum	1½	lbs.
Eucalyptol	3	fldr.
Menthol	2	fldr.
Thymol	2	dr.
Oil Wintergreen	2	fldr.
Phenol	2	fldr.

DEODORIZING POWDERS.

1. Salicylic Acid	45	gr.
Zinc Oxide	1	oz.
Orris Root	2	oz.
Talcum	7	oz.
Cumarin	1	gr.
Oil of Bergamot	10	dp.
Oil of Rose	20	dp.
Carmine solution, q.s., to color.		

Reduce the solids to fine powder separately, mix thoroughly with the other ingredients, and pass the mixture through a fine sieve. Any other perfume may be employed, if desired.

Talcum	8	oz.
Starch	2	oz.
Oil Eucalyptus	½	dr.
Thymol	10	gr.
Salicylic Acid	60	gr.

Mix the oil, acid and thymol intimately; add the talcum gradually and in divided portions, mixing well after each addition; then incorporate the starch, mix and sift.

PERSPIRATION PASTES.

1. Starch	1	lb.
Salicylic Acid	150	gr.
Mucilage Tragacanth, q.s.		paste
Mix.		
2. Carbolic Acid	1	part
Burnt Alum	4	parts
Starch	200	parts
Talcum	4	parts
Po. Orris Root	20	parts
Extract Violet	3	parts
Glycerine Starch, q.s.		paste

VIOLET TAN LOTION.

Citric Acid	2	dr.
Glycerin	6	floz.
Oil Orris	½	fldr.
Oil Bergamot	15	min.
Vanillin	5	gr.
Alcohol	1	fldr.
Orange Flower Water, to make	1	pt.
Magnesium Carbonate	1	dr.
Chlorophyll to color.		

Dissolve the vanillin in the alcohol, mix with the oils and triturate with the magnesium carbonate, gradually adding the orange flower water; filter, dissolve the acid in the filtrate, and add the glycerin.

VIOLET AMMONIA.

Oil Orris	2	dr.
Oil Bergamot	2	dr.
Alcohol	1	pt.
Stronger Ammonia Water	6	pt.
Alcohol	1	pt.
Water, to make	5	gal.
Green color, enough.		

Dissolve the oils in the alcohol and add to the water and ammonia water previously mixed.

If the drug business gets quiet in August, push the side lines and keep up your profits.

COLUMBIA
LITTLE CIGARS

is one of the best brands that help to keep the clerks busy and the cash register ringing.

Put COLUMBIAS to the front in August

HANDLED BY ALL THE WHOLESALE TRADE.

COLUMBIA CIGARS are in a class of their own, they are exceptional in their high quality and of rare flavor, and will well repay any extra effort on the part of the Druggist to push them.

"Silver King" GOLF BALL

OPEN CHAMPIONSHIPS

BRITISH (Muirfield).—1st, Ray; 2nd, Vardon; 3rd, Braid.

FRENCH (La Bonlie).—1st, Gassiat; 2nd Vardon; 3rd, Tellier; 4th, Ray.

ALL PLAYED THROUGHOUT WITH THE

"SILVER KING" BALL

USE IT ALSO AND IMPROVE YOUR GAME

At All Sporting Goods Dealers

"MADE IN CANADA"

DRUGS
W.C. YOUNG
PRESCRIPTION DRUGGIST

MR. DRUGGIST:

Burn your name and location permanently in the memory of the passing public by the use of a

FLEXLUME DAY AND NIGHT ELECTRIC SIGN

There is an individuality about a Flexlume Drug Sign, the mortar and pestle being moulded especially for the use of Druggists.

These signs are durable and attractive.

Write to-day for Bulletins and special discounts to Druggists.

FEDERAL SIGN SYSTEM (Electric)

SOLE AGENTS FOR

FLEXLUME SIGN COMPANY, LIMITED

TORONTO, CANADA.

Baie de Chaleurs: A Lovely Place for Summer Holidays.

A very attractive folder issued by the Passenger Department of the Intercolonial Railway, entitled "La Baie de Chaleurs" recalls many interesting days passed in that region, when it was not so easily reached as now. A chance meeting on the train of the I. C. R. took one to Dalhousie, N.B., and from there to Gaspe Basin, on the old steamer Admiral, which for many years, with the exception of Miramichi, direct from Montreal, was the only means of reaching that out-of-the-way corner of the world. At that time, except to a few who had interests there, Gaspe was practically unknown, and as thrilling stories had recently appeared of the wreck and sufferings of fishermen, and starvation during a hard winter, it was thought of in connection with the Labrador and the frozen seas.

The Admiral was a staunch old craft, formerly used as a despatch boat by the U. S. Government, and her outfit of china, which would be priceless now to collectors, was specially provided for the use of President Grant on a trip he made to the West Indies and the Spanish Main. Subsequently she plied out of Ogdensburg, and was then put on the Gaspe route, for which she was specially suited, in peddling a cargo to the numerous small ports along the north shore of the Baie de Chaleur. She was owned by the Conolley's of Quebec, "Mick and Nick," they were familiarly known in connection with scandals which filled the papers a quarter of a century ago. A staunch old sea-dog, Captain Dugal, commanded the Admiral, and it was a pleasure to chat with him on the leisurely trips, of his experience in many years' use of the sea. She ended her days as a ferry across the St. Lawrence to Murray Bay, where she was burned to the water's edge.

As most people saw it, the journey down the Baie de Chaleurs was a lady's trip, one seldom had any rough weather, and globe-trotters said it resembled much the rugged coast of Norway. Almost everything the inhabitants used came down on the Admiral and the landing of freight and passengers into small boats or scows, for there were few wharves, never failed to excite curiosity and interest. It was a country of fish, and the table of the Admiral, looked after by the capable steward, O. Leroi, who was a brother of the late Henry King, of Cornwall, was always supplied with the very freshest cod and mackerel and lobster, not to speak of delicious trout and salmon.

Some of the finest salmon rivers in the world empty into the Baie de Chaleurs, and early in the summer one usually had as fellow-passengers wealthy Americans or Englishmen going down to enjoy what has been called the sport of kings.

One recalls the world-famed Perce Rock, populated by thousands of gulls, gannets, and cormorants, and as the afternoon wore on, these were seen winging their way to their lofty shelter, and one heard the music of their cries in every phrase of bird language.

The end of the day of delight brought me into the wonderful harbor of Gaspe, in which all the vessels of the world could ride at anchor, and which last autumn was the rendezvous of the armada which took the first Canadian Contingent across the Atlantic.

Nestling at the foot of the harbor, and overlooking the land-locked basin, from which it took its name, was the picturesque village, with only a few inhabitants, but with a hotel, "Baker's," which was beloved of the few travelers who knew it, for its hearty welcome and excel-

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904

Grand Prize, International Exhibition, London, 1909

THOMAS TYRER & COMPANY, Limited

STRATFORD,

LONDON, ENGLAND

EXCELLENCE "Sterling" BRAND RELIABILITY

PHARMACEUTICAL SECOND TO NONE **Chemicals** INDUSTRIAL

MERCURIALS HYPOPHOSPHITES

SCALE PREPARATIONS BISMUTH SALTS ETHERS

PHOSPHORIC ACID

ESSENCES SICCATIVES ACIDS COLLODIONS

OAKEY'S

WELLINGTON KNIFE POLISH—Prepared for Oakey's Patent Rubber Knife Boards and all Patent Knife Cleaning Machines. In Canisters.

"POLYBRILLIANT" ROUGE POMADE—For cleaning all metals. In tins.

WELLINGTON BLACK LEAD—The best for polishing Stoves, Grates and Ironwork, without waste, dirt or dust.

FURNITURE CREAM—For cleaning and polishing Furniture, Patent Leather, Oil Cloth, etc. Glass and Stone Bottles.

BRUNSWICK BLACK—For beautifying and preserving Stoves and all kinds of Ironwork. In bottles.

SILVERSMITH'S SOAP—(Non-Mercurial) for cleaning and polishing Silver, Electro-Plate, Plate Glass, Marble, etc. In Tablets.

Sold everywhere by Ironmongers, Grocers, Druggists, Oilmen, etc.

John Oakey & Sons, Limited

Manufacturers of Emery, Black Lead, Emery and Glass Cloths and Papers, etc.

WELLINGTON MILLS, - LONDON, ENGLAND

A Satisfied Customer is the Druggist's Best Advertisement

The Marvel Whirling Spray Syringe

Gold Medal Awarded---Paris, 1902
By the Societe d'Hygiene of France

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully protected by patents

You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

THE MARVEL COMPANY

Sole Proprietors

44 East 23rd St. New York

BRANCH OFFICES:

Paris, France - - - 42 Rue du Marche
London, England - 11 Queen Victoria Stree
Sydney, N.S.W., Australia 416-418 George Street.

All Jobbers Sell it

lent table. In after years we got to know it well, and found it a veritable paradise wherein to loaf and enjoy one's soul.

And the fishing. It was not permitted to everyone to enjoy the killing of a salmon in either of the three lordly rivers - the St. John, York and Dartmouth — which mingle their waters with those of the bay at this point, but the writer was fortunate enough to capture big fish in each of them. Trout fishing, however, such as comes to the lot of a very limited number of Walton's disciples, was to be had in tidewater without let or hindrance, and one remembers the huge sea trout, up to six or seven pounds each; their silvery sides gleam in the sunlight as they kicked on the gravel beaches after a struggle which taxed all the skill and patience of the angler, and tried his tackle to the utmost..

It is easier to get to Gaspe Basin than it used to be. There is still a steamer on the outside route from Montreal, and possibly one down the bay from Campbellton,

but, as we learn from the I.C.R. pamphlet, the dream of years has at last become a fact; one can go all the way by rail, the Quebec Oriental from Campbellton to New Carlisle and the Quebec, Atlantic & Western from there to Gaspe along the shore all the way, and a lovely scenic route every mile of it.

This year, when "See Canada First" is the motto, he will be a wise man who will spend his holiday down by the sea, and if he travels by the Intercolonial for the first time, he will find accommodation and scenic beauty second to none on the continent. If he wants trout fishing such as one dreams about, he can get it in tidewater on any of the rivers, especially the three which empty at Gaspe, and the supply is not likely to run out, as it is constantly replenished from the mighty ocean. Send for one of the booklets, to the General Passenger Agent, I. C. R., Moncton, N.B., and see what delights are in store for you.

He came home proudly and announced that he had insured his life in her favor for $20,000.

"You are so kind and thoughtful, dearest," she said, "I'll never say another word against your getting a motorcycle."—*Yellow Strand.*

P. E. I. Pharmaceutical Society.

The annual meeting of the Association was held in the Town Hall, Summerside, on June 23rd, the meeting was one of the best attended and most interesting of recent years.

The President, Mr. J. E. Dalton, Summerside, in opening the meeting, reviewed the work of the year, which showed the Association in a prosperous condition.

Routine business occupied the attention of members during the first part of the meeting, following this came election of officers, which resulted as follows:

President—E. A. Foster, Charlottetown.

Vice-President—J.A.G. Ellis, Montague.

Secretary-Registrar—W. J. Brown, Charlottetown.

Treasurer—D. O. M. Reddin, Charlottetown.

Members of Council—G. E. Hughes, Charlottetown; A. R. Crosby and J. R. Dalton, Summerside.

The following resolution was passed and wired to the parliamentary representatives of the Island:—

"Resolved that this Association representing the druggists of P. E. Island requests the Military Authorities of Canada to grant the claim of the Canadian Pharmacists for proper recognition of their standing in the Canadian Forces."

An interesting item of the program was the address of Mr. Miles, manager of the "National" at Halifax.

After the business session the members enjoyed a delightful sail by motor boat to Carleton Point, and inspected the Car Ferry Terminals.

On return to Summerside an enjoyable supper was served in the Queen Hotel.

The meeting was one of the most successful held in connection with the Association, and everything pointed to an increase in membership, and an extension of the usefulness of the Association in the coming year.

New Brunswick Pharmaceutical Society.

The N. B. Society held its annual meeting in the City of St. John on June 15th, with a good attendance.

A feature of the meeting was a contribution of $500 to war relief purposes, $200 to the Red Cross Fund, $200 to the Patriotic Fund, and $100 to endow two beds in a Canadian hospital in France. This contribution is most creditable from a society numbering about one hundred and forty members.

New officers for the ensuing year were elected as follows: H. H. Woodworth, Sackville, president; A. W. Coombs, St. Mary's, vice-president; J. B. Mahoney, St. John, registrar; George O. Spencer, Monton, Secretary; Dr. E. O. Steeves, Moncton, Treasurer; additional members of Council, F. W. Munro, S. M. Wetmore, Geo. F. Coupe, of St. John, and C. A. Burchill, Alonzo Staples, C. Fred Chestor, and Arthur J. Ryan, of Fredericton.

At the banquet, which was greatly enjoyed, the visiting druggists were the guests of the local members. The health of the King was honored in music, and toasts in honor of the retiring president, H. J. Moore, and the new incumbent, Mr. Woodworth, were responded to in neat speeches.

The Mennen Advertising Campaign—

is reminding your customers that the famous Mennen Talcum Powders are still the *Leaders.*

Newspapers--magazines--billboards, from coast to coast, are telling the Canadian people about Mennen's Talcums

--thus making it easy for you to sell

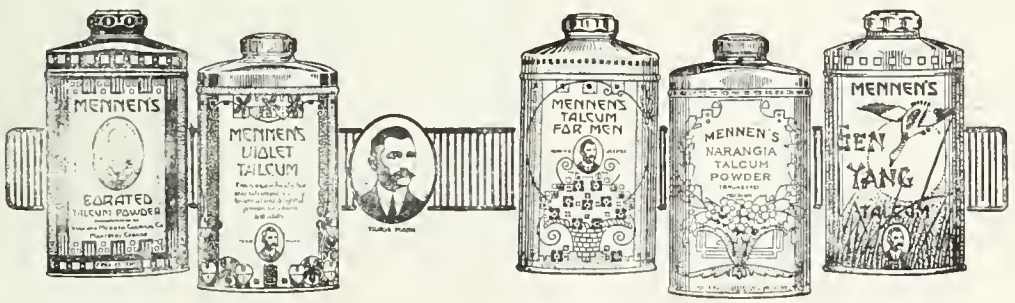
MENNEN'S

When you stock Mennen's you have a created demand. Mennen's Borated Talcum has been endorsed by doctors and nurses ever since it was first produced. Mothers all over the world place their faith in it—and this confidence *extends to every other item of the Mennen line.*

If you haven't all the Mennen products in stock, send in your order to-day. Here they are: Borated Talcum, Violet Talcum, Flesh Tint Talcum, Sen Yang Talcum, Narangia Talcum, and Talcum for Men, Shaving Cream, Borated Skin Soap, Liquid Soap and Bath Powder.

Link up with this aggressive campaign.

Let the Advertising ring up profits on the cash register for you



Made in Canada by

G. MENNEN CHEMICAL COMPANY
MONTREAL

Selling Agents—

HAROLD F. RITCHIE & CO., Ltd, Toronto

★ Formulary ★

Liniments.

WHITE LINIMENT.

The folowing formula produces a white liniment that is said to be quite stable:

Camphor	2 dms.
Oil of origanum	2 dms.
Powdered Castile soap	4 dms.
Oil of turpentine	6 dms.
Ammonium carbonate	3 dms.
Distilled Water, q.s. ad	1 pt.

Dissolve the ammonium carbonate (clear, translucent pieces) in 1½ fluidounces of cold water. To one-half of this solution add the powdered soap and sufficient water to make the whole measure 1½ fluidounces Then dissolve the camphor in the oils and add slowly (as fast as well emulsified), with constant agitation to the strong lather produced by mixing the soap with the ammonium carbonate solution If the mixture gets too thick to be readily handled, agitate less and stir in the ammonium carbonate solution a little at a time, or better, add hot water in divided portions. Finally add the remainder of the ammonium carbonate solution, and sufficient water to make one pint.

RED CROSS LINIMENT.

Stronger ammonia water	9½ fl.oz.
Ammonium carbonate	131 gr.
Camphor	486 gr.
Methylated spirit	8 fl.oz.
Oil of origanum	26 m.
Soft soap	3 oz., 130 gr.
Oil of turpentine	8 fl. oz.
Strong acetic acid	5 fl. oz.
Oil of eucalyptus	½ fl. oz.
Water, to make	51 fl. oz.

LIN. CAMPHORA BENZOATA.

To an educated nose a sniff at the mouth of a bottle of a perfectly normal academic and official liniment of camphor brings to one's mind just a trace of an odor which resembles the first cousin of rancidity. I have had in mind for a long time to try benzoin for that, and having occasion recently to make up 2,000 cc., I added 2 per cent. of Siam Benzoin. Following the suggestion made by Mr. Raubenheimer some time ago,I used Oleum Sesami weighing 1600 grams into a tared bottle, and dropping in 400 grams of coarsely powdered Camphor and indicating by a strip label the measure of 2,000 grams, then adding 40 grams coarsely powdered Siam Benzoin and allowing to stand until wanted, when it was filtered and furnished a fine product. Camphor dissolving more rapidly than in Ol. Gossypii. —*D. McElhenie, Brooklyn.*

APACHE INDIAN OIL.

Oil mustard	½ dram
Oil of origanum	4 ounces
Oil sassafras	4 ounces
Oil pennyroyal	½ ounce
Oil hemlock	4 ounces
Oil cajeput	3 ounces

Mix.

the best suitable condition for its incorporation and no specks will be visible in the finished product.

1.	Oil of origanum	10
	Oil sassafras	10
	Oil turpentine	10
	Camphor	10
	Oleoresin capsicum	5
	F. E. aconite	4
	Petrolatum	30
	White wax	21
	Alkanet root	q. s.
2.	Oil origanum	
	Oil sassafras	
	Oil turpentine	
	Camphor	aa 45
	Oil lavender	10
	F. E. aconite root	14
	Oleoresin capsicum	16
	Lanolin.	
	White wax	
	Petrolatum	aa 90
	Alkanet root	q. s.
3.	Oil origanum.	
	Oil sassafras	
	Oil turpentine	
	Camphor	aa 10
	Oil cajeput	3
	Allyl-isothiocyanate	1
	F. E. Aconite root	5
	Oleoresin capsicum	5
	Petrolatum	26
	White wax	20
	Alkanet root	q. s.

The following method is recommended in the preparation of the liniment. Heat the petrolatum and suspend in it the alkanet root, previously bruised, and digest until the desired color is obtained. Bear in mind that the petrolatum is to be diluted, so the color should be made strong enough to stand this dilution. Add the white wax; when melted remove from the fire and when slightly above the congealing point, the F. E. aconite root is added and stirred rapidly. This will diffuse if handled properly. Add the oils in which the camphor has previously been dissolved and after mixing add the oleoresin and again mix, this time thoroughly.

The percentage of capsicum in the liniment is sometimes too strong for a tender skin and should be reduced or the liniment should be diluted with petrolatum.

The latter method is preferable, as this will reduce the other ingredients proportionately and thus reduce the tendency of an irritation from one of the other ingredients.

HORSE EMBROCATIONS.

1.	Camphor	1 ounce
	Acetic acid	15 ounces
	Alcohol	18 ounces
	Oil of turpentine	51 ounces
	Eggs	6 ounces
	Distilled witch-hazel extract	45 ounces
2.	Iodine	50 grains
	Potassium iodide	125 grains
	Soap liniment	6 ounces

SOLUTIONS FOR PERSPIRING FEET.

1.	Balsam of Peru	15 minims
	Formic acid	1 drachm.
	Chloral hydrate	1 drachm
	Alcohol, sufficient to make 3 ounces.	

When a Druggist Sees a Tin of

Glaxo

"THE FOOD THAT BUILDS BONNIE BABIES"

He Thinks of Protected Prices and "A Square Deal"

Retail Prices: 40c, 80c and $2.00 per Tin

To back up a selling plan, which has as its object the protection of a legitimate profit for every retail druggist in Canada. Glaxo has the high quality necessary to gain and maintain the recognition of the public.

"The Food that **Builds Bonnie Babies**" will make friends of your customers.

"Each Satisfied Customer Is an Added Stone in the Building of the Wall of Success."

Order Glaxo from your regular wholesale supply house

Glaxo

418 Dominion Bank Bldg
TORONTO

NOTICE!

Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

also Kut Kure, Liquid Court Plaster

Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

The Arlington Co. of Canada, Ltd.
58 Fraser Ave. Toronto, Ont.

MAKE YOUR WINDOWS PAY

Window Displays have sold thousands of this package within the last couple of months. It was got up purposely as a "Window Display Seller."

We give painted, cherry trimmed card with lots of half gross and upwards. It sells at prices from 49c to 59c.

$48.00 per gross, F.O.B. Toronto.

A proven money getter, which will boost your business. Why not order it now?

A Matter of Good Taste

Patterson's
TORONTO
CHOCOLATES

Dissolve the balsam acid and chloral hydrate in the alcohol. Apply to the feet with a swab of absorbant cotton.

2. Boric acid ..... 15 grains
Borax ..... 6 drachms
Salicylic acid ..... 6 drachms
Glycerin ..... 1½ ounces
Alcohol, sufficient to make 3 ounces.

Dissolve the solids in the glycerin with the aid of gentle heat if necessary, and add the alcohol. Apply as in the foregoing.

FOOT POWDER.

1. Salicylic acid ..... 1 av. ounce.
Boric Acid ..... 3½ av. onnces
Talcum ..... 29 av. ounces

Reduce to fine powder, mix well and pass through fine sieve.

2. Sulphur ..... 2 av. ounces
Boric acid ..... 4 av. ounces
Talcum ..... 6 av. ounces
3. Alum ..... 1 av. ounce
Boric acid ..... 2 av. ounces
Talcum ..... 4 av. ouuces
Starch ..... 6 av. ounces
Oil of lavender, sufficient.
4. Orris root ..... 2 av. ounces
Zinc oxide ..... 2 av. ounces
Sulphur ..... 2 av. ounces
Talcum ..... 10 av. ounces
5. Salicylic acid ..... 1 av. ounce
Zinc oleate ..... 1 av. ounce
Boric acid ..... 10 av. ounces
Talcum ..... 12 av. ounces
Oil of eucalyptus ..... 2 drachms

EAU ROYALE.

According to a correspondent of the *Deutsche Dest. Zeitung* this famous cordial is made as follows.—*Nat. Druggist.*

Nutmeg ..... 31 parts
Cloves ..... 62 parts
Cinnamon ..... 25 parts
Mace ..... 125 parts
Jasmin flowers ..... 250 parts
Sweet orange peel ..... 310 parts
Lemon peel ..... 310 parts
Alcohol ..... 22,000 parts
Water ..... 8,000 parts

Coarsely powder the aromatics and mix with the other ingredients, let macerate together for twelve hours and distill off 25,000 parts. To the distillate add the following syrup:

Essence of amber ..... 1.5 parts
Essence of vanilla ..... 62 parts
Neroli water ..... 62 parts
Sugar ..... 12,000 parts
Water ..... 12,000 parts

Mix, and by the aid of heat, make into a syrup. Color with cochineal or caramel.

SHAVING LOTIONS.

1. Bay rum ..... 3 pt.
Glycerine ..... 8 oz.
Extract of violet ..... ½ oz.
Rose water ..... ½ pt.
Mix and filter if necessary.

Mix and filter, if necessary.

2. Glycerine, 6 fluid ounces; quince seed ½ drachm; alcohol, 5 fluid ounces; oil of rose, 16 minims; hot water, 21 ounces. Pour eight fluid ounces of water upon the quince seed, agitate well until a muscilage is formed and strain through muslin. Pour the remainder of the hot water into a bottle, add the oil of rose, and shake well. Finally add the alcohol. If desired, the lotion may be tinted by the use of a little anilin.

Add Boric Acid, 1 dram.

Mix No. 1 and No. 2, and add one ounce of No. 3. Add one dram of boric acid, color with carmine and perfume to suit.

COLD CREAM FOR THEATRICAL USE.

Spermaceti ..... 16 parts
White beeswax ..... 48 parts
Liquid petrolatum ..... 156 parts
Borax ..... 4 parts
Water ..... 128 parts
Perfume ..... q. s.

Cut the spermaceti and white wax small and melt over a water bath. Then add the liquid petrolatum in divided portions, transfer to a warm mortar and gradually incorporate the water in which the borax has been previously dissolved, stirring constantly until all of the water has been worked in. When the mixture assumes the appearance of thick cream, and just before it "sets," work in the perfume.

Million Year at Big Exhibition.

DIRECTORS VERY SANGUINE REGARDING ATTENDANCE AT THIRTY-SEVENTH ANNUAL FAIR.

The Directors of the Canadian National Exhibition, Toronto, expect that the attendance this year will reach the one million mark. This figure has been touched only once—in 1913—and it takes a fine brand of optimism to predict that the record will be equalled in war times. Optimism has been the keynote of the Fair since its inception, and the officials do not feel that they are over sanguine on this occasion.

It will be remembered that the Germans had not been checked on their march to Paris when the Fair opened a year ago. In addition to the feeling of unrest caused by the war, the railroads had refused to grant reduced rates, and this was responsible for thousands of people staying at home when their desires were in the direction of a trip to Toronto. Then, again, the weather was extremely bad, and all these factors put together brought the attendance below 800,000 in 1914.

This year the railroads have restored the old rates and there is a more settled feeling as regards the war. But, best of all, from the Fair attendance standpoint, is the prosperity of the farmer. It is to the farmer that the Canadian National Exhibition is looking for a largely increased attendance this year, and the officials are strengthened in their belief that they will turn out in larger numbers than ever before by the demand for space for agricultural exhibits, a sure barometer of conditions in the outside districts.

"Don't you find that a baby brightens up a household wonderfully?"

"Yes," said the parent with a sigh, "we have the gas going most of the night now."—*New York Globe.*

Now, take Sunburn-

or any other kind of a burn; dermatitis, poison Ivy, insect bites, etc.—

Physicians say there's nothing so comforting; so convenient; so quick-healing and safe, as

Antiphlogistine
TRADE MARK

Spread on **Thick** and — COLD; better **cold** in burns. Takes out the "heat"; releives pain; saves the skin. Antiphlogistine goes on easy—comes off clean.

"There's only ONE Antiphlogistine"

THE DENVER CHEMICAL MFG. CO.

107 LAGAUCHETIERRE ST., MONTREAL

HOWARDS'
BRITISH

Quinine
Camphor
Iodides
Mercurials
Bismuth Salts
Sodii Bicarb
Caffeine, etc.

SPECIFY "HOWARDS"

Keep the Money in the Empire and
Get the Purest and Best
at the Lowest Market Prices.

WILLIAM MATHER, LIMITED
MANCHESTER

Manufacturers of Up-to-date Surgical and Pharmaceutical Plaisters of every variety

India-Rubber Combination Plaisters

Strengthening Capsicum and Belladonna of guaranteed B. P. and B. P. C. Strengths.

Surgeons' Rubber Adhesive on Metal Spools
Mustard Plaisters
Corn Plaister, Arnicated
Court Plaister, Perforated
} Equal to any in the Trade

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London Export Agents:

Mace & Haldane, Ltd.
94 Milton St., London, E.C.

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Thomas Gibbard
30 St. Francois Xavier St., Montreal

SAL HEPATICA

Small	size, per doz.,	$2.85
Medium	" "	5.70
Large	" "	11.40

GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small $ 5.70
Per dozen in 500's 34.00

$20.00 lots less 5 p.c. trade disc't
50.00 lots less 10 p.c. trade disc't
Terms, 5 p.c. 30 days.
Through Jobbers.

BRISTOL-MYERS CO.

Brooklyn New York

Canadian Agents
The LYMAN BROS & CO. Limited, Toronto
LYMANS, LIMITED, Montreal

Quebec Pharmaceutical Association.

The Preliminary Board of Examiners have held their quarterly examination in Montreal and Quebec on the 8th of July last, when 64 candidates presented themselves.

The following names, in order of merit, are those that have passed successfully, namely, Messrs. W. Bourdon, Charles Drabkin, M. L. Simon, J. A. Dupont, A. Rosen, Maurice Gendron, E. C. Duquette, Rosaire Thibodeau, M. Schor, V. R. Chenard, Emile Asselin, Paul Lanctot, Henri J. Lejour, M. Dube, J. L. Adams, Jacob Arbess.

The following have passed on all subjects but one, and will have to present themselves at the next examination for that subject : Messrs. F. Matta, E. Girard, G. Larbosse, F. H. Bolton, Jean Garlado, H. Quesnel, L. A. Germain, L. G.Decarie, S. Robinson, U. Rouleau.

The examiners were : Professors J. O. Cassegrain, of the Jacques Cartier Normal School, and Isaac Gammel, of the Montreal High School, with Messrs. A. J. Laurence as general supervisor and Victor Giroux as supervisor for Quebec and vicinity.

The next examination will take place on the 7th of October.

Saskatchewan Pharmacists Doing Their Bit.

At the annual meeting of the Saskatchewan Pharmaceutical Association, held in July in Regina, it was unanimously decided to offer to the Militia Department, for use in the war, two Quick Firing Machine Guns, each to cost about $765.

The price of one of these guns is to be paid out of the funds of the Association, and the price of the other one is to be raised by voluntary subscription from the druggists of the Province.

The sum of $75 was raised at the meeting which indicates the popularity of the movement.

It is necessary that the total amount should be in the Treasurer's hands before the end of this month, and you are therefore requested to send your subscription without delay.

The amount suggested is $5 from each.

Saskatchewan Pharmaceutical Association.

The following is a summary of the business transacted at the annual meeting of the Saskatchewan Pharmaceutical Association which was held in the Alexandra school in Regina, on Tuesday, July 13th, issued by Mr. Robert Martin, the Registrar.

The meeting was called to order at 11 o'clock by the President, Mr. Walter Pennington. All the members of the Council were present, and the largest number of others from different parts of the province who have ever attended any previous meeting.

After the minutes of the last regular and special meetings were read and adopted, the Registrar-Treasurer submitted his annual report and financial statement. The report gave a review of the work of the year, a synopsis of which is as follows:

A special agent was employed for six months and personally visited all parts of the province with the object in view of securing a more general respect for the law as it refers to pharmacy. The results of his work have proved of considerable benefit to the welfare of the Association. And the net cost, including the agent's salary and expenses, amounted to $971.56.

An amendment to the Pharmacy Act had been passed at the recent session of the Legislature which gave the Association power to require all candidates to take the Pharmacy Course at the University before they could present themselves for examination.

An amendment to the Public Health Act had been passed requiring that all vessels containing "Formaldehyde" must be properly labelled before delivered to the retail purchaser.

Eleven students had been successful in passing the annual examination.

A total of sixty-one members had been added to the roll during the year.

The total membership is now 498, and about 275 actually in business in the province.

A total of thirty-three apprentices were enrolled during the year.

Reference was made to war and the terrible toll of life and property which the titanic struggle involves.

Many of our own members had gone to the front, and a suggestion was made that a list should be kept to serve as a Roll of Honor.

Five hundred dollars had been forwarded to the Treasurer of the fund for the relief of stricken druggists and doctors of Belgium and had been suitably acknowledged.

Suggestions had been received for another contribution to the war.

Reference was made to the temperance legislation and that the Government were willing to recive suggestions from the Association before the clauses of the Act which refer to the sale of liquor by druggists were proclaimed in force.

The financial statement showed:

Balance on hand last audit	$4,109.59
Total receipts for the year	4,170.03
Total disbursements	3,547.83
Deposited in savings account	4,475.63
Deposited in open account	256.13

The Auditors certified that the statement was correct.

Letters were read dealing with various subjects.

Special committees were appointed, to which were referred the anual reports and the various communications, and the meeting adjourned until 2.30.

On resuming the meeting an officer of the Liquor License Commissioner came for the purpose of conferring with the druggists with respect to the working of

YOUR SUCCESS

in modern business will depend not so much on the mind you possess as on its systematic training ; not so much on the effort you exert as on the skillful direction of that effort.

YOUR OWN IMPRINTED LINE IS THE LINE TO YOUR SUCCESS

Develop the sale of your own goods, goods which you control and the sale of which is cumulative.

THE TORONTO PHARMACAL CO., Limited

TORONTO MONTREAL WINNIPEG

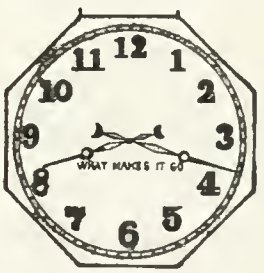
AN ADVERTISEMENT IN

The Canadian Druggist

BRINGS RESULTS

A BIG WINDOW ATTRACTION

that will attract people to your store like moths to a flame—will turn passers-by into customers and will make your bank account grow.



THE MYSTERIOUS CLOCK

Is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickel, and across the face of the dial is painted the slogan "what makes it go." Nothing else is visible to the eye.

Be the First in Your Town to Get this Attraction

STAUBER DRUG COMPANY

PRESCRIPTION DRUGGISTS

1722 ST. JOSEPH AVE.

ST. JOSEPH, Mo, Nov. 21, 1914

World Wide Advertising Co., 1330 Consumers Bldg. Chicago, Ills.

Gentlemen :

Kindly send us a more liberal supply of the scientific explanations of this "scientific marvel" for such the wayfaring men and women vainly regard it.

As a window attraction it is right up to the scratch, and as an argument producer it is bette than war or politics.

Yours sincerely,
STAUBER DRUG CO.

H. ADRIAN L. FERGUSON

Drugs, Sundries, Imported Cameras and Supplies

122 W. MAIN STREET

UNION PHONE 740 *OWOSSO, Mich.*, June 5, 1915

TO WHOM IT MAY CONCERN

The World Wide Advertising Company sold one of these clocks a week ago and I put it in my window and it has been the talk of the city and community and has brought hundreds of people in my store asking what makes it go. It is the cheapest advertising I have found yet, as people stop and look at the clock in the window who never read a newspaper and it sells whatever you have in the window. I would recommend one of these clocks to anyone who wants to advertise, as it is the cheapest and best advertising out.

(Signed) H. ADRIAN L. FERGUSON.

CLAY'S PRESCRIPTION DRUG STORE

BUTLER, Mo., Dec. 15, 1914

World Wide Advertising Co., Chicago, Ill.

Gentlemen ;

Accept my heartiest thanks for your letter and specific instructions, with their aid the clock started right off and although the thermometer was below zero most of the time since it started it has always had a good crowd in front of it.

I regard it as a most attractive window piece. Where can I get a supply of the little folders "What makes it go." The answer.

Wishing you the compliments of the season, I am

Very respecty,
FRANK T. CLAY.

EVERYONE WILL TALK ABOUT IT. YOUR NEWSPAPER WILL WRITE IT UP.

The St. Johns Remedy Co., of Chicago say :

We have had the clock running 3 months and if the crowds increase in proportion we will have to have a Special Policeman to keep the people moving. You would die laughing to stand out in the crowd and hear the arguments and discussions about what makes it go Sometimes they almost fight in asserting their knowledge.

NO CLOCK WORKS
NO ELECTRICITY
NO MERCURY

REQUIRES NO ATTENTION FROM WEEK TO WEEK
What makes it go ?
A Postal Card to our office will bring full particulars to you

NO MAGNETS
NO AIR CONTROL
WHAT ?

WORLD WIDE ADVERTISING CO.,

1330 Consumers Building, Chicago, Illinois

the Act, and received some suggestions, which he promised would be submitted to the Government before the permanent regulations were in force.

Motions were passed:

Adopting the Registrar Treasurer's and Auditors' reports.

Offering two machine guns to the Militia Department for use in the war.

Appointing committees to take up with the Government the Pedlar's License and the sale of Gopher Poisons by other than druggists.

Regarding reciprocity of diplomas with Ontario.

A by-law was adopted making it compulsory for students to take our college course before they could present themselves for final examination.

Mr. Nichol gave notice of a by-law to divide the province into electoral districts, and was authorized to take up the matter with the druggists and bring in a comprehensive report on the subject at next meeting.

The meeting adjourned at 7 o'clock p. m.

Formulas From Various Sources.

Lemon Sherbet.—Four quarts of water, ten lemons, four and one-half pounds of sugar. Grate half the lemons, squeeze, and put rind, juice, half the water, and the sugar into a pan, set it on the fire and stir until the sugar is dissolved, and it becomes quite warm. Then remove and add the remaining two quarts of water, and strain into the freezer. If it is not tart enough, add a solution of citric acid, to suit your taste; then freeze in the usual manner.

Pineapple Sherbet.—One tablespoonful of gelatin soaked in one cup of cold water 15 minutes. Dissolve with one cup of boiling water. Take one-half can grated pineapple, and one and one-half cups of sugar, juice of a lemon. Add strained gelatin, put in freezer, and pack with ice and salt, and freeze.

Grape Juice Sherbet.—Sweeten one quart of grape juice to taste, add one-half pound of sugar to the juice of six oranges, stir till sugar dissolves, mix together, and freeze slowly. Beat the white of an egg, adding a tablespoonful of powdered sugar, and stir into sherbet; repack, and set aside for two hours. Serve in Sherbet cups.

Santa Ynez.—Put a No. 10 cone of vanilla ice cream into a sundae cup. Over this pour a little champagne syrup and a little fresh crushed strawberries. Top with a little whipped cream and crown with a fresh strawberry.

Crushed Pineapple.—This is a standard seller and a prime favorite. Remove the outer husk and grate the fruit with a kitchen grater. Do not grate too close to the pith. The fruit makes a perfect pulp for serving in this manner. Add such sugar as the pulp will absorb. Mix with simple syrup to suit.

Crushed Strawberries.—Another prime favorite. This product ranks with the best. Take off the stem and wash the fruit. Do not remove the stem from extra fine specimens, but leave the stem on and lay these aside for decorative purposes. They are very useful for garnishing drinks. Mash the fruit to a pulp and add such sugar as the pulp will readily absorb. Mix with simple syrup to suit.

While peach, pineapple and strawberry make the best sellers, it is sometimes advisable to offer a fruit that not every dispenser is carrying. Novelty counts with many, and it always shows that you are on the alert. This in itself is apt to bring custom.

Orange Ice.—The same formula is observed as for lemon ice, except that you use six oranges and two lemons, grating the rind of two oranges, adding it to the batch before it is heated.

Strawberry Water Ice.—Press enough ripe strawberries through a fine sieve, leaving the pits behind, to make one pint of juice. To this add three pints of water, two pounds of sugar and the juice of two lemons (see that the sugar is fully dissolved), then strain through a fine sieve or cloth and freeze.

Zoological Specialist (gazing at solitary sea-lion, in the Dublin Zoo): Where's his mate?

Irish Keeper: He has no mate, sorr. We just fade him on fish.—*Redon Age.*

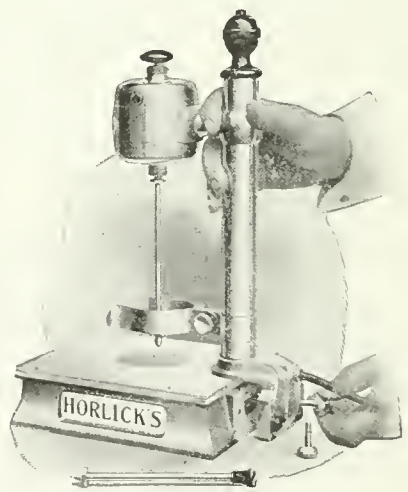
Friend.—I've noticed Cutts, the tailor, going up to your studio every day for a week. Is he sitting for you?"

Artist.—No; he's laying for me.— *Boston Transcript.*

The Sanitary "Dumore"

The Electrically Driven Drink Mixer

An Object Lesson in Speedy and Cleanly Mixing



The DUMORE has few parts and they will not get out of order.

Gilmour Bros. & Company

559 Pius IX Ave., - MONTREAL, QUE.

"The Rembrandt"

Druggists' Sundries

Everything that a
Druggist Requires

Graduated Measures of Every Description.
Syringes and every class of Blown Glassware.
Menthols, Feeding Bottles, Corn and
Bunion Plasters, Clinicals, Bandages. Packed goods of all
kinds stocked.

Catalogue and Prices on Application to

The RICHARDS GLASS CO., Ltd.
Adelaide St. West, Toronto

Henry W. Bush & Co., Limited
Rembrandt Works
LONDON, - - ENGLAND

TUCK'S

They are the MOST WELCOME, ARTISTIC and UP-TO-DATE.
USED BY ROYALTY.

XMAS CARDS
CALENDARS
POST CARDS
BIRTHDAY CARDS
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JUVENILES
TOY BOOKS
PICTURES
ETC.

Every "TUCK" Card and other publication bears the name of the firm and our "*Easel & Palette*" Trade-Mark. DO NOT BE MISLED. NONE GENUINE WITHOUT

RAPHAEL TUCK & SONS CO. LIMITED
9 ST ANTOINE STREET
MONTREAL

Kohler's Cocoa

Delicious, Nourishing,
and Easily Digested.

THE LATEST! THE BEST!

Obtainable from all Chemists and Stores
in 2-oz., ¼-lb., ½-lb., and 1-lb. Tins.

Vitafer

A proteid tonic Food prepared in England.

Composition.—The entire protein constituents of Milk (Casein and Lactalbumen) combined with—

Calcium Glycerophosphate ...	2·2 per cent.
Magnesium Glycerophosphate ...	2·2 „ „
Sodium Glycerophosphate ...	1·1 „ „

VITAFER—A source of Phosphorus capable of easy assimilation.

Phosphorus in the forms best adapted for the function of—
Nerve Nutrition.
Bone Formation. Replacement of Tissue Phosphorus.

VITAFER is non-constipating.

SOLD IN TINS.	2 oz.	4 oz.	8 oz.	16 oz.
Trade Prices	$3.50	$5.75	$9.50	$16.00 per doz.
Retail „	50c.	75c.	$1.25	$2.00 per tin.

Sole Manufacturers:—
SOUTHALL BROTHERS & BARCLAY, Ltd.,
BIRMINGHAM, ENGLAND.

Supplied by the Wholesale Drug Trade Throughout Canada.

Photography.

Sepia-Toned Enlargements.

Why, it may be asked, should a print in one color look better than in another? Are there any rules for the guidance of a novice in the matter of choice of color? Can we get any help from the practice in this respect in other graphic arts? It may be broadly stated that any color used for a monochrome representation should be pleasing in itself. That is, a print in rich black, or delicate pearl gray or red chalk may be pleasing, but one in a bilious, yellowish green might be displeasing, even though the subject were the same. The best rule for the novice is that it is well to avoid any color except black, warm black and brown for general work, with possibly the addition of red chalk for portraits under certain circumstances. We would not suggest a slavish following of workers in other monochrome processes, but a walk round the black and white room in any Royal Academy will disclose very few etchings, mezzotints, or other monochrome work in anything but various shades of black and brown. As we have said, portraits will be seen executed in red chalk, or in black with flesh tints introduced with red chalk. The carbon process gives a wider range of color than any other, and this power should be used with due restraint if artistic work is being done, but the bromide print or enlargement may be "toned," that is, the color may be changed from black to brown or sepia. This process is comparatively simple and certain, so long as a few points are carefully borne in mind.

Let us run over this briefly. A weak gray print will not tone satisfactorily, for even in the deepest shadows the colors of the toned image will be yellow rather than brown. So the first point to be observed is that our print, whether contact or enlargement, should be reasonably plucky. Excessive overprinting is, of course, undesirable, especially as it sometimes happens that the toning process acts slightly as an intensifier, and strengthens the print.

The next point is that the bromide print must be clean. By this we do not mean that the high lights must be white paper, or that the print must be free from any dust and dirt. The character of the high lights will depend on the subject and methods of treatment. The print will be free from dust and dirt as a matter of course. What we do mean by a clean print is a print which has been properly exposed and well developed, and then evenly and carefully fixed, so that there is no uneven action, no partial fixation, which will produce stains in the toning process. The importance of this cannot well be overestimated. A print may look quite even when black but may show very marked stains after toning, such stains often being attributed to something going wrong in the toning, while in reality they are due to defects in the print itself. To avoid this kind of trouble the print after being developed should be rinsed, then placed in the fixing bath, taking care that it is completely immersed immediately, so that no air bubbles are formed either on the back or the front. With large prints it is a good plan to press the print under the surface of the fixing bath, and to pass the hand gently over the entire surface, then turning the print over and doing the same on the back. This is usually sufficient to ensure even fixation, provided the print does not float on the surface of the hydro solution.

Cleanliness of the print goes a little further still, however. The hypo must be carefully eliminated, for traces of hypo will upset the toning, and if hypo is present in appreciable quantities, it may actually dissolve some of the silver bromide which is formed when bleaching.

Lastly, the print must be dried before toning. We do not say that a print cannot be toned without previous drying, and undoubtedly toning can be done with greater certainty when prints have been dried. In addition, the drying hardens the gelatin film, and renders it less liable to damage by handling during the toning process.

Now, for the modus operandi. We require three working solutions.

(a) HARDENING SOLUTION.

10 per cent. formalin, i.e.,

Formalin	1 oz.
Water	9 oz.

(b) BLEACHING SOLUTION.

Potassium ferricyanide	1 oz.
Potassium bromide	1 oz.
Water up to	20 oz.

For the working solution take:

(c) BROWNING SOLUTION (STOCK).

Sodium Sulphide	2 oz.
Water up to	10 oz.
Stock solution (c)	1 oz.
Water	6 oz.

The reason for keeping a strong stock solution of the sodium sulphide is that if kept at working strength it decomposes somewhat rapidly. There are three kinds of sodium sulphide—the commercial, used a good deal in process work; the white or grey; and the pure, used for analytical work. The white or grey is the quality which should be used for toning purposes.

The preparation of the bleaching solution does not present much difficulty. The ferricyanide is not very soluble, and if it can be crushed up in a mortar solution will be more rapid. It may be dissolved in about the full quantity of water, say 18 ozs., and then the bromide which is freely soluble, added, afterwards bringing the bulk up to 20 ounces.

The prints should first be soaked in cold water in a clean dish until limp, and then placed in the formalin to harden them. Use a sufficient quantity to well cover the prints, and keep turning the prints over for three or four minutes. Then wash for five minutes in gently running water. They are now ready for the bleaching bath. As bleaching is very rapid, there is no need to

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More people will want Keating's NOW than at any other season of the year. Keating's kills every form of insect life, but it is harmless to human or animal life. Most of your customers know about Keating's powder, the "universal insecticide."

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B. P. 1914

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LIQ. AMMON. FORT.

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CARB. AMMON. 5 lb. and 10 lb. cans, kegs and casks
CHLOR. AMMON., kegs and casks

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MONTREAL

have a large dish or a lot of solution, unless the number of prints is considerable. In a bleaching solution of the strength given an average print should bleach in less than half a minute, and two or three may be kept in the solution at a time. The print is bleached when all blackness of image has disappeared. As the bath gets weaker after repeated use, the bleaching takes longer, and sometimes the blackness will not disappear, which may be taken as an indication that the bleacher is exhausted. The image does not disappear, however; after all blackness has gone there is still a yellowish-brown image, and no prolongation of the bleaching will remove this.

The prints must next be washed in a dish of running water, turning them over the while, so that washing is uniform. This washing need not be longer than a minute or two, and is merely to wash out the excess of the bleaching solution. They are then ready for the sulphide bath. Here, again, unless a large bath is being put through, there is no need to mix more than a few ounces of the sulphide solution. For a few half-plate prints three ounces is sufficient. The prints may be browned one at a time, as the darkening of the print takes place very rapidly. Do not attempt to keep the sulphide solution. It is far better to mix just what is wanted for the work in hand and to throw it away when done with.

When browned the prints must be washed, and it is at this stage that there is some little risk of blistering, and the sodium sulphide solution has a softening effect on the gelatine. Take care that they lie flat in the dish, and that the water does not run on to them, but into the dish at one corner, and preferably by a length of rubber tubing. The prints should be turned over a few times the water running very gently. If a print gets kinked it is almost certain to start blistering.

Newer Remedies.

Empyrol is a colloidal solution of tar, with 50 per cent. of oil of cade.

Thiorubrol is an organic colloid containing sulphur, which produces odorless sulphur labels.

Ilun is the trade name of a very pure creatinin, used in testing the activity of the kidneys.

Ostreine is a preparation made from oyster shells, used in the remineralization treatment of tuberculosis.

Perydal is a condensation product of Peru balsam and formaldehyde, used in the treatment of leg ulcers, etc.

Fandorine tablets contain extracts of dried ovaries, lacteal glands, anemone, piscidia and viburnum. Used in menstrual disturbances.

Gonoktein, formerly called Gonotod, contains the extracts of uva ursi, Rheum palmatum, Erythraea, centaureum, and Menyanthes trifoliata, kava resin, bismuth subnitrate and oil of juniper.

Kasein Hydrol is a mixture of equal parts of magnesium perhydrol and calcium casein. The latter is a compound of calcium phosphate with the albuminoids of milk. It is exploited for the treatment of diabetes.

Gold Tricyanide is the salt suggested by Rosenthal for the chemotherapeutic treatment of tuberculosis. The dose is 0.005 to 0.01 Gm. in twenty-four hours.

Copper-Glycocoll is used for chancre, as follows: 100 parts of 1 to 2 per cent. copper-glycocoll solution, 3 parts of tragacanth, 5 parts of alcohol; copper-glycocoll, 1 or 2 parts; water, 10 parts; glycerol, 40 parts; kaolin, 50 parts; copper-glycocoll, 1 or 2 parts; water, 10 parts; glycerol ointment, 90 parts.

Gynormon is described (*Pharm. Ztg.*, 1914) as a stable ovarial preparation forming a brownish-gray powder containing the active constituents of the ovaries of the pig. The preparation is marketed in tablets each of 0.25 Gm., corresponding to 0.5 Gm. of the fresh ovary.

Haemaphilin (Dr. Hubner's) is described (*Apoth. Ztg.*, 1914) as a brown, aromatic powder of neutral reaction, and is said to contain 2 per cent. "iron caseinotartrate," 3 per cent. calcium glycerophosphate, 1 per cent. sodium salts, 24 per cent. carbohydrates, 25 per cent. proteids, and 45 per cent. cacao. The preparation is to be used in chlorosis anemia, gastric affections, rachitis, scrofula, tuberculosis, etc., in doses of a teaspoonful given with milk or water.

Iodeol is stated to be an oily suspension of electrolytic colloidal iodine (*Pharm. Journ.* No. 2651). This is dissolved in alcohol-washed oil and saturated with a hydrocarbon oil to prevent chemical combination again locking up the iodine. Iodeol is stated to contain 0.2 Gm. of colloidal iodine in 1 Cc. Ordinary isotonic solutions contain only 0.2 Gm. in 1 liter. Iodeol is stated to possess extraordinary bactericidal power. It is used for tuberculosis sepsis, and as a general disinfectant. For this purpose it is put up in capsules and ampules containing 1 Cc. This quantity is employed by intramuscular injection, which is rendered painless by slight addition of guaiacol.

Thiophysem is a new organic iodine compound, described as an addition product of allylsulphourea and ethyl iodide in molecular proportions, has been introduced under the name "Thiophysem" (*Apoth. Ztg.*, 1914, through *Merck's Report*). It has the formula $CH\,C_{35}N\,H.S.N\,H_2\,C_2N_5\,1$, and forms colorless crystals having a faint garlic odor, and easily soluble in water, but difficultly in alcohol. It contains 46.5 per cent. of iodine, and melts between 69-71 degrees C. Thiophysem is stated to be of service in all cases where iodine is indicated, as emphysema, asthma, scrofula, arteriosclerosis, rachitis, vascular diseases, etc., and is said to cause no iodism; it may also be given subcutaneously, it is stated, the injections being painless. The dose is stated as ¾ grain (0.05 Gm.), the maximum daily dose being 10 grains (0.6 Gm.).

Boarder.—Here's a nickel I found in the hash.

Landlady.—Yes, I put it there. You've been complaining, I understand, about lack of change in your meals.—*Boston Transcript.*

TANGLEFOOT

The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

HOMOEOPATHIC VIALS

Lipped and Plain for Cork and Screw Neck and other Specialties made from Tough Glass Tubing.

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EXPERT BOTTLE BLOWERS ***MILLVILLE, N.J.***

Mr. Druggist

are you putting in a new stock of these goods for the summer trade ?

Mr. Druggist

Do you realize the value of these goods in your store all the year round ?

The hot weather will be upon us in a short time. This is the time when there is a great demand for these goods. Every druggist should write at once for prices and endeavour to get in a stock early. Don't wait till you are asked for the goods. Get them now. You will sell them.

Opaline Suppositories
Headache Remedy
Bed-wetting Remedy
Antiseptic Powder
Cerate Ointment
Piles Remedy

Vanderhoof & Co. Limited

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CANADIAN DRUGGIST
Monthly. Established 1888.

THE CANADIAN DRUGGIST is issued on the first of each month, and all matter for insertion should reach us by the 15th of the previous month.

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Editorial.

Vacation Time.

How many of our readers have taken, or intend taking, a vacation this year? It would be safe to say that the percentage would be very low. The old adage, "All work and no play," etc., still holds good, and I think more particularly does it apply to the retail druggist.

The tiresome job of putting up prescriptions, day after day, week after week, is in itself sufficient to "get on one's nerves." But when you think of the hundred and one other things, such as the Photo Developing, the Soda Fountain Department, and many other side lines, and not forgetting the financial end of the business, which during the last year has been a difficult proposition with a good number of druggists

No man ought to work all the time, said a writer recently. Druggists have long hours and a great many of them. Wisely make it a rule to call it a day's work when the sun sets. That is to say, during the evening hours they only wait on such trade as comes in. Some men think they can work hard throughout every hour not actually devoted to sleep. Men of strong constitutions sometimes keep this up for years. But the human engine needs a rest occasionally. Otherwise there is liable to be a nervous breakdown, and that is no light matter. Certain hours should be devoted to rest and recreation, and the man who so arranges his time will usually find that he can do better work during his working hours.

Some druggists starting in business or trying to build up a stand find that they have a good deal of "spare time" on their hands. Business does not come in with sufficient rapidity to keep the moccupied, and we have seen me nwho spent many hours looking out of the window or standing in the front door. It is not a good plan to convey the impression that you have too much spare time. The idea is liable to go abroad that Druggist Soandso is not "doing very much." Such may be actually the case, but it is not wise to let teh public know that. People are likely to say: "How is it that Druggist Soandso can spend so much time looking out of the front window?" It is much better to keep busy during the day and thus convey the impression that there is always "something doing at Soandso's drug store.

Druggists Meet in August.

SAN FRANCISCO WILL BE FULL OF THEM.

Anticipating the arrival of a vast company of druggists on the occasion of the pharmaceutical conventions in August, the Allied Drug Interests of California have established druggists' exposition headquarters and information bureau on the fourteenth floor of the Claus Spreckels building, San Francisco. Their announcement states that the organization is especially for the purpose of entertaining the druggists of the world during the Panama-Pacific Exposition. Their president and secretary respectively are Professor F. T. Greene and K. B. Bowerman, both of San Francisco.

According to secretary Bowerman's estimate, most of the 50,000 retail druggists will be in attendance during the "drug period," July 6th to August 14th. The American Pharm. Asso. numbers about 12,000 members, the National Association of Retail Druggists 22,000, and the American Druggists' Syndicate 17,000.

The California Drug Clerks' Association will meet July 6th, 7th and 8th; United Drug Company, Rexall Druggists' Convention, July 18th to 24th; American Druggists' Syndicate, August 5th; American Pharmaceutical Association, August 9th to 14th; American Conference of Pharmaceutical Faculties, August 9th to 14th; National Associations of Boards of Pharmacy, August 9th to 14th; California Pharmaceutical Association, August 6th and 7th.

The plan of grouping conventions having related interests is shown in gathering the various pharmaceutical conventions into a "period," which will allow all the delegates to visit all the conventions, with but little loss of time, and without the necessity of making more than one trip.

German Trade Shrinking.

According to recent reports we find that not only is German trade with the British Empire at an end, but it is falling off to a remarkable degree with neutral countries, says the *Na-Dru-Co News*. For the seven months ended January, 1914 and 1915 respectively, the United States imports from Germany declined from $113,000,000 to $69,000,000, and the United States exports to Germany from $238,000,000 to $24,000,000. Prior to the war Canada's trade with Germany amounted to about $12,000,000. In December last the imports were $26,000, and the exports only $30.

Germany has not even yet felt the full effect on her trade of the war. It is not only dead so far as the British Empire is concerned, but it is shrinking to very small dimensions with the civilized world in general, and the chances are that it will remain so, for Germany is decidedly unpopular wherever civilization is esteemed.

"Work—nothing but work from mornin' till night."
"Ow long 'ave you been at it?"
"I begin to-morrow."—*Youth's Companion.*

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A Druggist with nerve and leadership in every centre of population who will prove his faith in coming prosperity, by displaying and pushing

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Buffalo College of Pharmacy.

The Philadelphia College of Pharmacy and the Temple College of Pharmacy of Philadelphia are not "Registered by the New York State Education Department.

The graduates of these two Colleges therefore cannot be examined by the New York State Board of Pharmacy.

Students, however, who have successfully completed two years of study at either of the above schools can secure admission to the New York State examinations by taking the senior year of instruction at the Buffalo College of Pharmacy, providing they met the New York State Entrance Requirements when beginning their course of study in Pennsylvania.

Graduates from the Medico-Chi College of Pharmacy of Philadelphia and the Pittsburg College of Pharmacy are eligible as heretofore for examination by the New York State Board of Pharmacy.

Pennsylvania has passed a law excluding the graduates of all New York Colleges of Pharmacy from examination by the Pennsylvania Board of Pharmacy.

Prospective students desiring to secure registration in Pennsylvania, as well as in New York, are advised therefore that the diplomas of New York State Colleges of Pharmacy will not admit them for the present to the examinations of the Pennsylvania Board of Pharmacy.

It is hoped that the two Philadelphia Colleges of Pharmacy named above will soon see their way clear to advance their requirements to those of the other two Colleges of Pharmacy in that State, and to those of New York State when the previous reciprocal relations between these States can be resumed.

N. S. Pharmaceutical Association.

On June 23rd, the Nova Scotia Pharmaceutical Association successfully concluded its annual meeting. The attendance was smaller than usual, but a vigorous body of workers were present. The results of the elections were as follows:

President—John J. Turnbull, Sydney.

Vice-President—Audley A. Thompson, Halifax.

Treasurer—Thos. V. Woolrich, Halifax.

Secretary-Registrar—G. A. Burbidge, Halifax.

Members of Council are: Messrs. R. C. Fuller, Amherst; C. C. McDougall, Kentville; J. J. Kinley, Lunenburg; E. J. Power, Halifax; E. M. McLeod, Halifax; A. A. Thompson, Halifax; G. A. Burbidge, Halifax; T. V. Woolrich, Halifax; J. J. Turnbull, Sydney; E. J. Butcher, Dartmouth, A. W. Olive, Bridgewater; A. J. Crease, Amherst.

The Nova Scotia Society strongly recommends that no general meeting of the Canadian Pharmaceutical Association be held this year, but that a meeting of the executive of that body take place. They appointed as delegates to executive Messrs. G. A. Burbidge, Halifax; and R. C. Fuller, Amherst.

Patriotism the Dominant Note.

ALL EXHIBITORS MUST DRESS THEIR BOOTH WITH BRITISH OR CANADIAN FLAGS.

"This will be 'Patriotic Year' at the Canadian National Exhibition, and our directors desire that all exhibitors will endeavor to give effect to the patriotic idea in the decoration of their booths."

This is a paragraph taken from a circular sent out by the Exhibition officials to all exhibitors, and is in keeping with the general plan laid out for the year.

The idea is to make the Exhibition a lesson in loyalty and Empire patriotism, and every exhibitor who gets space will be required to have a British Flag or a Union Jack prominently displayed. The Fair at Toronto this year will be one grand patriotic picture.

Cleaning Panama Hats.

Scrup the hat with castile soap and warm water, a nail brush being used as an aid to get the dirt away. The hat is then placed in the hot sun to dry and in the course of two or three hours is ready for use. It will not only be as clean as when new, but will retain its shape admirably. The cleansed hat will be a trifle stiff at first, but will soon grow supple under wear.

A little glycerin added to the rinsing water entirely prevents the stiffness and bristleness acquired by some hats in drying, while a little ammonia in the washing water materially assists in the scrubbing process. Ivory, or, in fact, any good white soap, will answer for the purpose. It is well to rinse a second time, adding the glycerin to the water used a second time. Immerse the hat completely in the rinse water, moving it about to get rid of the dirty water. When the hat has been thoroughly rinsed press out the surplus water, using a Turkish bath towel for the purpose, and let it rest on the towel when drying.

Boy—I want to buy some paper.

Dealer—What kind?

Boy—Fly paper! I want to make a kite.— *Chicago Tribune.*

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Caustic Soda 75-76-77%

Bleaching Powder 35-37%

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Pepto-Mangan (Gude)

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is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan." a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

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New Brunswick, N. J.

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Sprinkler Tops,
Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Plain & Decorated Collapsible Tubes,
All kinds of cast metal goods.

"Bottle Caps of all Metals."

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LISTEN!!!

The greatest work ever written on the Eye has been prepared by fifteen Specialists, who are pre-eminent authorities on Optical, Optometrical and Opthalmological subjects. They have covered the field as it has never previously been covered, and their master work is now contained in our course of Ophthalmology.

Tens of thousands of dollars and years of tireless labor have been expended to place within your hands sure, safe methods of a non-drug, non-surgical nature that assures relief and cures in a thousand and one abnormalities and diseases of the eye. Send for information regarding attendance and mail courses, also $1,000 Scholarships and Gold Prizes.

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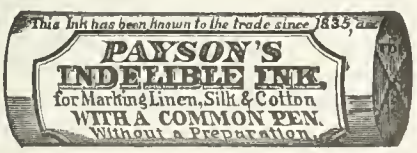
BUFFALO COLLEGE OF PHARMACY

44 High St. Opens Oct. 6. 30th Annual Session.

Two years' study secures the degree in Pharmacy (Ph. G.)—Three years' study secures the degree of Master in Pharmacy (Phar. M.) or Pharmaceutical Chemist (Phar. C.) or Analytical Chemist (A.C.)

All Courses include a large proportion of laboratory work. Mail a postal for illustrated Announcement. "Do it now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THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

The Canadian Druggist

is the oldest Drug Journal in Canada. It is the best advertising medium. Send for rates and give it a trial

Liquor Regulations in Saskatchewan.

Early last month the new liquor regulations came into force in Saskatchewan. It appears that managers of all retail places are Government employees working on salary.

A provincial commissioner in control.

Three stores only in cities and one in towns.

Other stores may be established by referenduim.

Stores in charge of managers appointed by Government.

Stores to be open from 9 a.m. to 5 p.m. Price to be fixed by commissioner for all goods.

No persons who have been employed in the liquor traffic during five years past are eligible as managers.

Liquor to be sold only in sealed packages.

Price lists of all goods to be published.

All wholesale purchases must be made through commissioner.

No sales made on statutory holidays or on election days. Stores must close.

Wholesale stocks may be kept for foreign or extra-provincial sales.

The druggist is, of course, subject to the regulations, and can only under a permit granted by the commissioner. The new law says:—

Druggists may sell only under a permit granted by commissioner.

Can sell only alcohol, whiskey and brandy.

Sales can be made only on prescription of physician or veterinary.

Sales can be made only during the hours in which shops close, from 5 p.m. to 9 a.m.

Where no store is located, sales can be made at any time by druggists under regulations.

Compounds and preparations containing liquor can be sold only on prescription.

All liquors required by druggists must be purchased from stores.

Record of all sales must be kept and rendered monthly to commissioner.

Permits good for only one year, and must be displayed.

Annual fee, $1.00.

Only 8 ozs. of liquor can be sold to one party in one one day, or double that quantity if purchaser lives over five miles from drug store.

Penalties:—First offence, fine $100.00; second offence, fine $100 to $300. Imprisonment three months and cancellation of permit.

The Romance of Work.

The daughters of a number of wealthy families joined with a party of several hundred working girls last month in the production of a beautiful pageant entitled, "The Romance of Work." The proceeds of the entertainment are to go to a vacation fund for the benefit of the many who participated, who might otherwise have no summer outing holidays. Such occasions as this go far toward proving the bond of sympathy and good fellowship which exists between the classes in America, in a larger degree than ever before. It is a notable thing, too, that the latent romance which is inherent in all honest work seems a real quality and that toil is no longer, with healthy, happy young people, looked upon as a burden to be carried unwillingly. Rich or poor, we Americans must find our greatest contentment in work of some sort. It is a climatic necessity, and if we are not busy working for ourselves, we are very likely to be found laboring for the material good of others less fortunately endowed. This is romance of a very practical sort. — Confectioners' Journal.

Hay Fever: A Suggestion.

Here is a list of products that will be in immediate demand by physicians: Adrenalin Chloride Solution, Adrenalin Inhalant, Anesthone Cream, Anesthone Inhalant, Mixed Infection Phylacogen. Wherever hay fever is, these remedial agents are in active evidence. As every druggist knows, or ought to know, they are Parke, Davis & Co., products. They are well advertised to the medical profession. If you are in the hay fever zone you will have calls for these products—some of them or all of them. Pharmacists who have not already done so are advised to order their supplies at once.

Annual Salesman's Convention of the Carpenter-Morton Company.

The annual Get-Together meeting of the travelling salesmen, representing the Carpenter-Morton Co., Boston, Mass., was held on August 10th and 11th at the Boston City Club.

Thirty-five salesmen, representing nearly every state in the Union and Canada, were present.

Addresses were made by Mr. George C. Morton, Treasurer; Mr. M. Elton Vose, Assistant Treasurer, also by Mr. H. K. Stroud, Vice President of the Bayer-Stroud Corp., advertising counsellors of the Carpenter-Morton Co.

A general discussion on the well-known products, Campbell's Varnish Stain, Colorite, and Cow-Ease, manufactured by this company, proved very interesting and instructive.

Seventy-five years of successful business life has been completed by this firm; the result of pursuing a consistent and progressive policy, and of giving good values and good service, thus building up an increasing clientel of loyal customers.

"Oh, my friend, there are some spectacles that one never forgets!" said a lecturer, after giving a graphic description of a terrible accident he had witnessed.

"I'd like to know where they sells em," remarked an old lady in the audience, who was always mislaying her glasses.—*Tit-Bits.*

New York Pharmacal Association's

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Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots.) Lactopeptine Tablets.
Lactopeptine Elixir, Plain Loctopeptine Ellxir, Bismuth, Lactopeptine Elixir, Iron, Quinine, and Strychnia, Lactopeptine Elixir, Gentian and Chloride of Iron.

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine, Liquid Peptonoids.
Liquid Peptonoids with Coca. Liquid Peptonoids with Creosote Phosphagon.

Palisade Manufacturing Company's

PREPARATIONS

Borolyptol. Velvet Skin Soap. Hemaboloids.
Kola-Cardinette Velvet Skin Powder.

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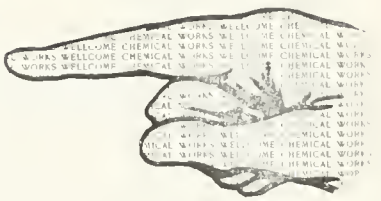

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The sale of articles of other manufacture, when these Brands are specified in ordering, is an infringement and unlawful.

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Interim Regulations.

GOVERNING THE PURCHASE AND SALE OF LIQUORS BY PHYSICIANS AND DRUGGISTS.

(Approved by Order-in-Council, July 1st, 1915).

1. These regulations shall come into force on the First day of July, 1915, and shall continue in force until the date fixed by proclamation under Section 77 of "The Sales of Liquor Act" for the coming into force of Part III of the said Act.

2. Every Physician and Druggist, who, on the first of July, 1915, has on hand a supply of liquor for medicinal purposes, or for compounding and mixing with other drugs for any purpose, shall forthwith forward to the Commissioner a detailed statement setting forth the classes and quantities of all such liquors in stock or under order. An affidavit shall be attached to every such statement, verifying its correctness.

3. Every physician and druggist may use the stock of liquors which he has on hand as shown by the said statement, and he may sell the same to any person who presents a prescription from a Physician or a Veterinary Surgeon, stating that the liquor is required for medicinal purposes.

4. A detailed record of all such sales shall be kept showing the name of the purchaser, the kind and quantity of the liquor sold and the name of the Physician or Veterinary Surgeon who issued the prescription. All prescriptions shall also be kept on file.

5. The maximum amount of liquor that may be sold in any one day to one person shall not exceed eight ounces except that sixteen ounces of alcohol may be sold for external medicinal application.

6. After the First day of July, 1915, every Physician and every Druggist who desires to use or sell liquor as provided by "The Sales of Liquor Act" shall secure all new or additional supplies of the same from one of the liquor stores established under the said Act.

7. In case it appears from the statement furnished to the Commissioner as provided by Regulation 2 hereof that any Physician or Druggist has on hand an unusual or excessive supply of any class of liquor, the Commissioner shall have power to determine what shall be done with such liquor, and any ruling or order made by the Commissioner in this regard shall be binding on all parties concerned.

8. Until such time as the Commissioner is prepared to sell to Physicians and Druggists liquors in the quantities and form prescribed by "The Sales of Liquor Act" or any regulations made thereunder, the Commissioner shall have power to make such sales in such form and in such quantity as he may deem advisable.

9. Until such time as the Physicians and Druggists are supplied with liquors as provided by "The Sales of Liquor Act" or any regulations made thereunder in sealed packages of a distinctive character they may sell such liquor in packages of any form having attached thereto a label with the words "For Medicinal Purposes."

10. Any person infringing any of these regulations shall be liable to a penalty of $100 and in default of payment to imprisonment for Thirty days.

News Items From the College of Pharmacy, University of Michigan.

Mr. Frank Shad and Mr. Theodore Gibson, who are in the employ of Merck and Company, were in Ann Arbor while on their vacation.

Mr. Osborne A. Brines, B.S. (Pharmacy) '15 has accepted a position in the laboratory of Frederick Stearns & Company, Detroit, Michigan.

Mr. Robert G. Brown, of Pigeon, Michigan, enrolled as a candidate for the degree of B. S. (Pharmacy), will assist Professor Stevens this coming year in Pharmacy.

Mr. Gordon A. Bergy, Pharmacist in the University Health Service Laboratories, is doing advanced work in the College of Medicine during the Summer Session.

Mr. Arthur Schlichting, B.S., '12, is a member of the Faculty of the Department of Pharmacy of the North Dakota Agricultural College and is spending his vacation with his parents in Detroit.

Professor Charles H. Stocking, Dean of the School of Pharmacy of the University of Oklahoma, has charge of several courses during the Summer Session.

Mr. Lynn Stanford Blake, Ph. C., B.S. (Pharmacy) '13, Professor of Pharmacy of the Alabama Polytechnic Institute, is attending the Summer Session in Pharmacy, pursuing graduate studies leading to the degree of M. S. (Phar.).

Mr. C. V. Nichols, who will receive his M. S. (Phar.) at the close of the Summer Session, is assistant to Professors Glover and Stocking, and will take the position of Instructor in Pharmacy at the Kansas City College of Pharmacy.

Mr. Henry N. Oelrich, of Narrowsburg, N.Y., enrolled as a candidate for the degree of B.S. (Phar.), has been appointed assistant in Organic Analysis and Food and Drug Analysis.

Mr. Henson H. Thomas, B.S. (Phar.) '15, has been called to fill the vacancy in the Hospital Dispensary of the Quincy Mining Co., Hancock, Mich. He has already entered upon his duties.

Mr. Charles R. Eckler, Ph. C., '02, Pharmacologist with Eli Lilly & Co., Indianapolis, Indiana, received the degree of B.S. (Phar.) June, 1915. He is the donor of the Eckler Prize, consisting of a Lilly cabinet of crude drugs.

At the annual meeting of the Flavoring Extract Manufacturers' Association, which was held in Cleveland on July 8th to 10th, Mr. J. R. Dean, M.S., (Phar.) '15, presented the results of his research upon Vanilla Extract and its manufactures. Dean J. O. Schlotterbeck was also in attendance.

The Michigan State Pharmaceutical Association held a very successful annual meeting in Grand Rapids, June 8-11. At the banquet, which was held Friday evening, June 11, Governor Ferris and Dean J. O. Schlotterbeck were the principle speakers.

A Plea for Reform in the Dispensing of Ointments and Similar Preparations.

By F. W. Nitardy, Ph. C.

In such common use are ordinary glass ointment-jars and metal boxes as containers for ointments and similar soft preparations, but their unclean and insanitary feature fails to impress us without special attention being called thereto.

Ointments, etc., are used as an application to skin, mucous membranes or exposed surfaces. These are frequently infectious, and by the usual mode of application the medicament must necessarily become contaminated. It is not an uncommon occurrence that several people, or various members of a family, will use an ointment, each, in their turn, dipping into it with fingers infected by the disease for the alleviation of which it is applied.

Aside from the dangers of contamination with pathogenic bacteria, the imperfect seal, as well as carelessness on the part of the consumer, frequently causes the preparation to become unsightly, altered or spoiled by oxidation, evaporation, and other effects of exposure to atmosphere, light and dust.

Economically, these containers are wasteful, as the last portions of their contents must frequently be thrown away. Even from a standpoint of convenience we can hardly find an argument in support of their use.

The collapsible tube is free from these objections and serves as a container, protecting its contents from every form of contamination or exposure. It is easily filled and more convenient for the patient. Properly dispensed it makes a neater and more attractive package. Its additional cost is trifling, compared to its advantages, and this can easily be added to the customary charge without causing complaint on the part of the customer.

For prescription use it is preferable to have lacquered pure tin tubes in assorted colors. In this way two or more tubes of ointment of the same size may be prescribed for one patient without danger of confusion. The number, doctor's name, and directions are placed on the box. If desired, the tube may also be numbered, either before filling, with a steel numbering machine, such as is usually used for prescriptions, or after filling, with an ordinary lead pencil. In the former case it is best to have a cylindrical hardwood block with a flattened place on which a piece of cardboard is pasted to act as a cushion; the block should just fit the tube; the number may then be indelibly impressed into the soft metal of the tube. In the latter case it will be found that the marks produced on a filed tube with a bluntly-jointed pencil, knitting needle or similar blunt instrument, are sufficiently deep impressions to remain readable even after the tube is emptied and rolled or crumbled up. Such numbers on the tube are, of course, preferably placed near the shoulder end. Covered metal clips, capable of being numbered, may also be placed over the folded end.

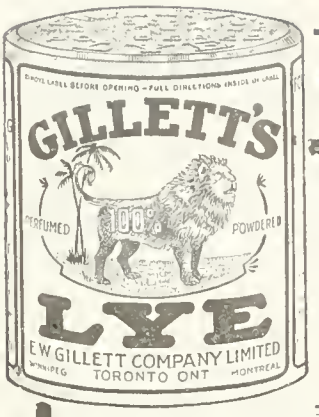
The filling of individual tubes is most easily accomplished by rolling the preparation into cylindrical form with a piece of paper, slipping this into the tube, flattening the paper cylinder just beyond the portion holding the ointment and then withdrawing the paper, continuing to flatten it just as it is being withdrawn, so as to force the ointment out of the paper into the tube. After one trial the operation will be found just as quick and simple as filling a jar with a spatula.

When tubes are used for such preparations such as should not come in contact with metals, the tube must, of course, be previously coated with a suitable lacquer. Collodion or an ethereal tincture of tolu, are suitable for this purpose. A little of this is poured into the tube and rotated so as to completely cover the inner surface, the surplus is then poured out and the tube allowed to dry. The operation takes only a few minutes.

Pure materials, care and cleanliness in compounding are put to naught if we choose containers incapable of properly preserving our products under the ordinary conditions to which they will be subjected after leaving our hands. This applies not only to ointments but to other similar preparations.

We should put forth constant effort to make each package leaving our prescription department as neat, convenient and perfect as possible. We should never allow a package to go out that is incapable of keeping its contents in the desired condition, for carelessness in these things can not help but reflect carelessness on the rest of our work.

Just Read The Directions



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If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

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PONTIAC, - MICHIGAN.

Trade Notes

E. O. Follis & Co., drugs, has succeeded Miss Annie Simpson at Innisfall, Alta.

W. F. Hargarten has opened a drug store at Bruno, Sask.

J. P. Eyolson has succeeded the Wynard Pharmacy at Wynard, Sask.

The Price of Drugs.

The figures below will give the trade some idea of the enormous advances in drugs and chemicals since the war broke out.

	August, 1914	August, 1915
Acid Benzoic	$ .50 lb.	$4.50 lb.
" Boracic	.10 lb.	.20 lb.
" Carbolic	.29 lb.	2.00 lb.
" Citric	.85 lb.	1.25 lb.
" Gallic	.85 lb.	1.25 lb.
" Oxalic	.20 lb.	.50 lb.
" Salicylic	.50 lb.	4.00 lb.
" Tartaric	.45 lb.	.65 lb.
Adeps Lanae	.45 lb.	2.00 lb.
Ammonium Bromide	.90 lb.	2.25 lb.
Ammonium Molybdate	4.25 lb.	6.75 lb.
Alum	.03 lb.	.06 lb.
Antifebrine	.40 lb.	1.50 lb.
Antimony, black	.10 lb.	.30 lb.
Antipyrine	.30 oz.	.90 oz.
Atropia Sulphate	8.25 oz.	35.00 oz.
Balsam Peru	2.00 lb.	5.50 lb.
Bismuth Carb.	3.25 lb.	4.25 lb.
Bismuth Subnit.	3.00 lb.	4.00 lb.
Blue Methylene	1.00 lb.	5.50 lb.
Blue Vitril	.07 lb.	.16 lb.
Borax	.06 lb.	.10 lb.
Bromine	.90 lb.	2.00 lb.
Caffeine Cit.	.33 oz.	.55 oz.
Codein	5.00 oz.	8.00 oz.
Creosote B.W.	.85 lb.	3.25 lb.
Eserine Sulphate (5 gr. tube)	.65	1.25
Hydrokinoni	1.00 lb.	6.00 lb.
Lead Acetate	.10 lb.	.20 lb.
Leeches	1.00 dz.	2.00 dz.
Lithium Benzoate	1.60 lb.	5.75 lb.
Mercury	.90 lb.	2.25 lb.
Mercury Biehloride	1.00 lb.	2.00 lb.
Morphia Sulphate	4.00 oz.	5.25 oz.
Napthaline Balls	.07 lb.	.24 lb.
Oil Almonds, bitter, artificial	.95 lb.	6.50 lb.
Oil, Castor	.10 lb.	.20 lb.
" Cod Liver	1.75 gal.	5.50 gal.
" Lavender Exotic	1.75 lb.	3.75 lb.
" Mustard, Artificial	2.25 lb.	6.50 lb.
" Wintergreen, Synthetic	.65 lb.	2.50 lb.
Potass. Bicarb.	.22 lb.	.45 lb.
" Bichromate	.12 lb.	.27 lb.
" Bitart	.40 lb.	.55 lb.
" Bromide	.60 lb.	2.40 lb.
" Carb.	.10 lb.	.40 lb.
" Permanganate	.15 lb.	21.10 lb.
" Prussiate, yellow	.22 lb.	1.10 lb.
" Phenacetine, Swiss	1.35 lb.	8.00 lb.
Phenolphthalein	2.20 lb.	6.50 lb.
Quinine	.40 oz.	.55 oz.
Root Gentian, powdered	.12 lb.	.20 lb.
Sal. Epsom (infants)	1¾ lb.	5½ lb.
Sal. Nitre	.10 lb.	.30 lb.
Soda Benzoate	.55 lb.	3.75 lb.
" Bromide	.60 lb.	2.40 lb.
Santonine	3.00 oz.	6.00 oz.
" Salicylate	.50 lb.	4.00 lb.
Strontia Bromide	.80 lb.	2.00 lb.
Strychnine	.80 oz.	1.20 oz.
Zinc Chloride	.35 lb.	.60 lb.
" Oxide	.10 lb.	.30 lb.

Commercial Training Combined with Scientific Education.

In taking up the subject of Education as related to Pharmacy and the Pharmacist, we must closely differentiate between the education of the pharmacist and pharmaceutical education.

Modern pharmacy, or, should I say, the modern pharmacists (?) consists essentially of two integral parts. On one side we must have the professionally, or, rather, specifically-trained man; on the other side we must prepare the same man to be commercially able to avail himself of every honest and legitimate means for the financial advancement of his business. How far shall we educate the embryo pharmacist for one and prepare him for the other—does modern pharmacy really demand a professionally-trained pharmacist? Is the commercial training compatible with scientific education? To all of which I reply: Most emphatically yes. The times have passed when the first essential to scientific attainments was utter lack of practical knowledge and disregard of the so-called worldly petty details, such as dress, manners, sociability, etc.

The bespectacled professor who forgot his umbrella, his clothes, his meals, his wife, his family, his friends, etc.—in short, everything that was not ultra-scientific—still brings forth a sympathetic smile when we see him depicted in our so-called "funny" papers; but modern life and modern scientific progress have no place for him. Just so is the grouchy, misanthropic, sloppy—*yes, sloppy*—old, not to say antiquated, pharmacist in the dimly-lit and indifferently-kept apothecary shop, out of place. Thus we must take our young men and teach them pharmacy consisting of the regular, more or less classic, curriculum, and at the same time inculcate them with modern business methods so that they may advantageously market their professional attainments.—Jacob Diner, *to the Section on Education of the American Pharmaceutical Association.*

The Martin, Bole & Wynne Co., Lt'd.

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COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

Ink, its Ingredients and Manufacture.

Address delivered by R. R. Rowe, Sales Manager of the Thaddeus Davis Company, before the Philadelphia Stationers' Association.

How to sell ink is a big subject regardless of the opinion of anyone. I mean by that, how to successfully sell ink. It is a safe, general principle that nothing can be sold successfully without the basic element of quality.

Because of the lack of appreciation in the minds of the public generally to the vital importance of using really good ink—ink of really high quality and a corresponding lack of attention to the same important consideration on the part of the salesman who sells ink—the subject of ink, it occurs to me, is probably the least understood of any article carried by the stationer. While the majority have a general idea of it, yet the broader knowledge that should be possessed—I mean the vital points and what is actually represented in its manufacture—seems to be a matter too small for consideration. It is just taken as ink and let go at that.

It is impossible to successfully sell ink unless something of the history and process of manufacture is in the possession of the salesman, and this knowledge utilized to forcibly impress the buyer of the value to him of the product sold.

How many here realize that the stationery business was built around inks? It is the oldest article of manufacture carried by the stationer. The oldest inscription known is on stone on display in the British Museum, carved 4,000 years ago. The oldest specimen of written language in ink is on an Egyptian papyrus, now in the Museum at Paris. This writing is 3,500 years old. The Chinese claim they invented ink some 5,000 years ago, but the truthfulness of this is questioned.

The first inks were, properly speaking, paints, remaining on the surface of the material written upon; the modern writing inks are dyes which penetrate.

The best of ancient writing inks were mixtures of carbon, usually lamp black or soot, and gum; but being thick and apt to deposit the coloring matter they, of course, soon became impracticable. We can justly claim, therefore, that ink is the pioneer of the stationery business, in fact, the basic rock upon which the magnificent structure has been built.

To eliminate some of the general impressions that have been formed, I may state that the general interpretation—and it is surprising how many really think it is a fact—is that to become a manufacurer of ink all that is required is a bottle, cork, label, a little color and plenty of water. This may possibly be true, in a small sense, but immeasurably incorrect as a whole, since it is surprising the infinite care, time and labor that is taken both in the selecion and material as well as manufacture.

Before going into the detail of manufacture, which I believe necessary to the salesman, it is well to consider the human side of the subject. What we strive for, the difficulties that must be overcome, which frequently are imaginary, but nevertheless distinctly tangible, and the many abuses attributed to it rather than committed by it.

From a consumer's standpoint we should have a non-corrosive, limpid fluid, free from the sediment and glutinous matters, one not affected by elements of evaporation—pen exposure without wiping, and sometimes it seems even that one will stand a disposition existing the morning after a riotous night before.

While we strive for perfection and do succeed in a very large measure, both from a chemical standpoint and one of general practicability, yet in keeping ink in good condition we must get some help from the consumer in order to attain satisfactory usage; and this fact should be impressed on the purchaser by the salesman.

Invariably, after using a pen, it is laid down without wiping; and since any office, no matter how clean, has dust floating about, it naturally will adhere to the wet surface, and is bound to be affected. Then, again, inkwells are always subject to exposure, which is bound to create a condition of evaporation, and as soon as the liquid leaves the body is bound to assert itself, hence the slight deposit of gummy substance.

As for corrosion, no manufacturer exists that can avoid this, nor ever will. Our main contention here is that the reputable manufacturer does all in his power to minimize it, which is the limit of our power.

The total elimination of these conditions can no more be accomplished than to secure a writing fluid that is

both acid-proof and water-proof, since we encounter here a chemical re-action indeed peculiar. The man who intelligently conveys the knowledge to the consumer of such products is the man who eliminates trouble and increases profit. The ink that is water-proof can easily be eradicated by certain chemicals, while an acid-proof ink can be removed by the simple use of a common alkali soap and water.

It certainly is amusing to know how many people have been deceived by an acid-proof ink and the remarkable part of it is that the easiest dupes have been the banks.

Let us go a bit into the necessary manufacturing knowledge of the business for the man who wants to know what he sells. I am sure the information will be of interest to all.

In writing fluid, the chief ingredient is Nut Gall. The very best quality is known as Blue Alleppo Nut Gall, although they come in blue, green and black. The blue, however, is the most indispensable in the manufacture of permanent ink, because of its richness in tannin. Nut Gall is found throughout Asia Minor, from the Archipelago to the confines of Persia; it is also found in Armenia and Kurdistan.

It is produced by an insect very similar to what we term the horse fly. This insect punctures the branches of a tree called the dyers oak. Wherever punctured this nut grows. When flies are scarce in that country the price of the Nut Gall goes up very considerably. The fly there is not looked at in the same spirit as here.

We grind these, or rather crack them, and put them through a process of percolation very similar to that ordinarily observed in a coffee percolator, but, of course, on a very large scale. The liquid we get from this is Gallic Acid. We even strain this, mixing it with Sulphuric Acid, so as to be sure that it is settled and free from any sediment whatsoever.

The next ingredient of importance is Copperas, ordinarily called dry iron. This, combined with the Gallic Acid, produces the permanency of the writing fluid. In addition to this we use Carbolic Acid, which acts as a preservative.

As an added precaution, the water, previous to being boiled, is strained to safeguard any possible sediment there and is tested to bring it to a standard sufficiently receptive to admit the very best admixture, since it dwindles down to where we are working with a body heavier than water, which must be kept in proper suspension and solution.

I will carry out the illustration by describing or treating on what is known as writing fluid, or blue black ink, and this easily constitutes approximately seventy-five per centum of the commercial trade, therefore considered of greatest importance.

Up to this point we have only produced a pale grey fluid. In order to have this acceptable for commercial usage, we use a blue aniline color, pleasing to the eye. This color gradually leaves the record through oxidation, leaving it black, and will, with age, become more intensified, becoming a firmer black. You see the action of present-day, scientifically prepared ink in exactly the reverse of the old product, since this would fade, while ours becomes deeper and in reality becomes a part of the paper on which it is written.

After this careful process the ink ordinarily is ready for the market. However in our Electro-Chemical Writing Fluid, we have installed a further process of filtration, which we think is the very best and latest one, and by this method, a most rigid one, we absolutely extract from the fluid any possible sediment or glutinous matters, obtaining the highest possible refinement.

We have even gone a step further with our Electro-Chemical Fluid. Permanency of record is so important a factor, after extensive experiments, we have succeeded in securing a water-proof ink—one that will even withstand an exposure test. The importance of this is easily appreciated when you consider that in the event of fire, tremendous damage is done by water, and it is in such instances that the importance of our achievement manifests itself, since there is consolation in knowing that if not destroyed by fire, your records, no matter how water-soaked, remain intact.

Carmine, scarlet and red ink hold a position of no mean importance, hence should have some recognition. A brief explanation would be that these inks depend entirely upon the secret of manufacture and the proper selection of ingredients. We strive for body, proper suspension and solution. This is hard to accomplish and is easiest to discover by the layman. Personally, I would say that a company can be judged by the red or carmine ink it makes. Holding it up to the light tells the story. If you find a solid body, deep color and free from mother, success has been attained. By mother, I mean free from cloudy shreads that are found in it, similar to what is commonly found in vinegar. If this exists it indicates that the chemist has failed in proper assimilation, and therefore has weakened his product. Another indication of fallacious manufacture is the precipitation easily noticed by an abrupt turning of the bottle which will show how the color has sunk to the bottom. I would modestly suggest comparing our Oriental Carmine to any other. You will notice the strength of body, the absolute suspension and solution which it maintains.

Blue, green and violet inks are in the class of the carmine and red, and similar conditions prevail.

While I can only speak for my own company, we today even filter mucilage, robbing it of all sand and bark. The art of manufacture is to keep an evenly distributed body—which means even strength and necessarily effectiveness.

The chief ingredient of mucilage is Egyptian Gum Arabic. The pure Gum Arabic is employed mostly in the highest grades, such as our Extra-Adhesive, etc.

Of course we strive for sticking qualities here, and the better it sticks, the better the quality. The greatest obstacle encountered is to keep it in suspension and to have it positively devoid of sand and bark, which naturally is a detriment. It should be the same at the bottom

as at the top. These are sales points to be remembered as well as of manufacturing ones.

White paste was for many years a difficult problem with all manufacturers, but the art of perfection has been gained. Years ago, when paste was first marketed, we had all our troubles in producing it properly. In the olden days it would mould, sour and dry up, but from practical work done in our laboratory, we can now say that these troubles have all been taken care of. The main ingredient in our white paste is produced in Germany, called potato starch, or commonly known as Dextrine. The value of using only the highest quality of such a product is apparent.

Sealing wax is as good as the amount of shellac it contains, and the quality secured can be based purely on the honesty of the manufacturer it was purchased from and the amount of profit you suspect they seem to demand.

To sum up briefly— know your manufacturer and his prestige—know in general the points regarding the manufacture which I have brought out, for they are important. Realize that the permanency of record is the most vital of all things in the conduct of business affairs, and you cannot get permanency without a quality product. Come and visit our plant and learn by personal inspection what really is done. Use the information we send out in our catalogue and other literature, and I am sure you will sell not only more ink, but better ink.

To Get Rid of a Red Nose.

The following is correspondence, which, as you will observe, appeared in the *National Druggist* recently. It is a question that is frequently asked in the drug store, and therefore should be useful for those who are confronted with this same question.

A correspondent writes the *National Druggist* as follows: "I have a good customer who is cursed, as he himself expresses it, with a red nose. He is a gentleman of extremely temperate habits—indeed, he never touches and never has touchd vinous, malted or distilled liquors of any kind. His reputation as a man of worth and honor in the community is high; he is a deacon of his church, and his opinion on religious and social questions is accepted as a cannon for right action by all who know him. But whenever he appears at religious or philanthropic meetings, and especially where he mounts the platform to deliver an address, he feels that his unfortunate nose forms the cynosure of all eyes, and that speculative minds are at work to obtain a solution as to its origin. He has asked me for a means of ridding himself of the objectionable feature, but I do not know what to propose. Perhaps you can help me. If so, any suggestion you may be able to give will be highly appreciated by your constant subscriber."

If we were inclined to facetiousness we would offer the advice in paraphrase of Scripture, "If thy red nose offend thee, cut it off." But as our correspondent is apparently in dead earnest, and his consultant undoubtedly more so, we will consider the matter in all seriousness. It is well known that many of those who imbibe too freely of vinous liquors acquire a red nose; but the same phenomenon is often exhibited in people who are addicted to the unreasonable use of warm drinks like coffee and tea. Again, when coming from the cold or cool outside air into a warm room some persons suddenly develop the unwelcome tinge. Physiologists hold that this is due to the sudden expansion of the blood vessels of the nose, the attendant flow of blood causing the rubicund appearance of that organ. If a means could be devised to prevent this expansion, the problem would be solved, and the most confirmed tipplers—and other unfortunates not in the topper class—would be relieved of a badge of non-respectability. We have no advice to offer at first hand; but in looking over the files of the *National Druggist* we discovered a short article entitled. "Cure for Red Noses," in which it is stated that a certain Dr. F. Bruck reasoned that "if warmth expanded the blood vessels, cold should operate in the opposite manner." Accordingly, he recommends keeping the nose cool by rubbing it with small pledgets of cotton-wool saturated with benzine. The rapid evaporation of the benzine causes an absorption of heat, whereby the nose is chilled, the blood vessels contracted, and the redness, of course, removed. Let the deacon try it. *Probatum est!*

N. B. Pharmaceutical Society.

The annual convention of the New Brunswick Pharmaceutical Society was held in St. John, June 28th. Many delegates were present from different places in the Province, including Chatham, Fredericton, Moncton, Sackville, St. Andrews, McAdam and Sussex.

The morning session, which was held in the Market Building, was devoted chiefly to regular business.

During the course of the meeting a vote of $500 was passed, which will be devoted towards patriotic purposes, as follows: $200 for the New Brunswick Red Cross; $200 for the Patriotic Fund, and $100 to go towards the endowment of two beds in Dr. McLaren's hospital in France.

During the afternoon the local druggists and visiting delegates motored to Loch Lomond, where a dinner awaited them in the Ben Lomond House.

Excellent speeches were delivered by the incoming and retiring presidents. Col. Mackenzie, of Chatham, spoke on behalf of the delegates and guests. Among the toasts proposed were the King, the guests and the ladies.

While at Loch Lomond the election of officers for the ensuing year took place, resulting as follows.

President—Mr. H.H. Woodworth, Sackville.
Vice-Pres.— Mr. A. W. Coombs, St. Marys.
Register—Mr. J. B. Mahoney, St. John.
Secretary—Mr. G. O. Spencer, Moncton.
Treasurer—Dr. E. O. Steeves, Moncton.

Members of the Executive are: Messrs. F. W. Munro, S. M. Wetmore, Geo. Coupe, St. John; Arthur Ryan, Chas. A. Burchill, Alonzo Staples and C. Fred Chestnut, Fredericton.

The Canadian Druggist

Vol. xxvii | Toronto, September, 1915 | No. 9

The Legal Responsibility of the Druggist.*

Study the Pharmacy Act.

The last June Session of Council of the Ontario College of Pharmacy revealed some rather startling circumstances in connection with the conduct and administration of the Pharmacy Act. As the facts are not likely to be given publicity through the ordinary avenues of information, I have deemed the occasion entitled to more direct exposition in the interest of the members of District No. 1. The situation briefly is: a druggist in Western Ontario left an unqualified person in charge of his business while away on an extended vacation. For reasons sufficient to the officials of the college, legal proceedings were taken against the unqualified assistant, a conviction secured and fine imposed. The owner of the business, on being informed as to events, hastened back to the scene of strife and in no joyful state of mind it may be imagined. He immediately started out to trap other druggists for violation of the Act, and succeeded in catching over forty, amongst them several members of Council. With the further trend of this particular case we need not at present be concerned. What is of special moment to you and every other retail druggist, is the evidence this case projects that no druggist is exempt from attack by unscrupulous or vindictive individuals for violations of the Pharmacy Act, or for neglect to observe all the provisions of the Act governing the sale of drugs embraced by The Act. It would seem therefore timely and fitting to urge closer observance of the responsibilities imposed on you by your functions as custodian of The Act, and consequently, of the welfare of the public in relationship to purchases of poisonous articles. It is manifestly your duty, and in your own interest, to keep posted in regard to the application of The Act to the conduct of your own business. You are therefore urged to remember that no one but a registered druggist can sell the articles mentioned in Schedule "A;" and that all of them should be labelled "Poison;" and in the case of Part 1, the person to whom the articles are sold must be known to the seller or introduced by someone known, and the purchase must be signed for by the purchaser.

The only privilege your registered apprentice has under The Act, is the compounding of prescriptions, presumably and properly under the superintendence of a qualified druggist, in the earlier stages, at least, of apprenticeship. The certificate of qualification with annual record of renewal must be prominently displayed in the drug store.

SALES OF CARBOLIC ACID.

When over 5 per cent. Carbolic Acid can be sold only by registered druggists and only in a six-sided blue bottle having the words "Poison" and "Caution" on the opposite sides, and of course a distinctive poison label on the side reserved for that purpose, and the bottle otherwise provided with prominent points to distinguish it from ordinary bottles. It must be sold to a person known to the druggist, and signed for as provided by The Act. Carbolic Acid of not more than five per cent. strength may be sold by any merchant. It must be properly labelled with name and word poison and a record kept by vendor showing name and address of purchaser.

CURTAILING SALES OF CARBOLIC ACID.

From the large number of suicidal deaths caused by Carbolic Acid, it should seem the duty of the pharmacist to exercise the greatest caution in meeting demands for this article. The strict letter of the law should be adhered to in making a sale. When the person is well known to the druggist there is usually no difficulty in arriving at an estimate of the use to which it is to be put. When asked for by an unknown person, an introduction by a person known to the druggist should be insisted on. In very few cases is full strength Carbolic Acid absolutely indispensable. Certainly in no condition of medicinal application could it be used in concentrated form without great danger. Any of the emulsified forms of the closely related and equally efficacious Cresol would prove much less dangerous, and their sale would not require all the legal formality associated with sales of Carbolic Acid. Their use should therefore be urged as a superior alternative whenever an opening is presented. It can not be doubted that incentive to suicide might often be intercepted and fatal consequences averted by obstacles to achievement of the contemplated act.

*Addressed to the members of District No. 1, O.C.P., by Henry Watters, Ottawa, August, 1915.

USE POISON BOTTLES FOR ALL POISONS.

It could be wished that more general use were made of characteristic bottles and labels for all poisons. It is not uncommon to meet with Carbolic Acid or Iodine labels pasted over flavoring extract or medicine labels still carrying exposed to view portions of the original label. This, of course, is quite deserving of unqualified condemnation. No graduate pharmacist, or carefully trained one, would tolerate such criminal negligence, which but emphasizes the care and responsibility attaching to the oversight of our business. These special bottles and labels cost no more than other kinds so there would appear no reason for neglecting this salutary safeguard. There can be no doubt that before long statutory compulsion will be directed towards enforcing this requirement.

CONTROL OF SUNDAY SALES.

If the pharmacist be, as he claims, a thoughtful, intelligent member of the community he cannot fail to recognize the need for total suspension of the money earning activities of business life, on at least one day in seven. Mark you this conviction does not rest on any traditional view of the peculiar sanctity of a Sabbath Day. It is based on the fundamental psychological needs of the human body and on through the whole fabric of human society for the conservation of the best type of mankind. It is therefore our manifest duty to so order our appointments, business, and other, that we shall be associated with the high destiny of humanity. If we cannot assure adequate return for our services to the world in six day's effort, there's something wrong with the brand of energy we put into our duties. The pharmacist has the same right as other people to command for himself the highest type of life-conserving conditions, and it depends on himself to so order his life that the largest measure of well-being shall be his measure of life-success. Now the practical side of all this sermonizing is that no encouragement should be given to purchase of anything but articles demanded by sickness. This is the strict meaning of The Act governing Sunday sales. Bearing on the Sunday Observance Law, is the incentive it suggests to shortening the hours of Sunday attendance. The time given to business should be just enough to satisfy the legitimate needs of drugs and medicines, and no more.

THE WAR STAMP TAX.

That there should be misconception as to the application of the Stamp Act is only what might be looked for in a form of enactment so carelessly compiled and faultily phrased. The intention however is quite easy to divine. This is to raise funds with the assistance of the retail druggist from sales of proprietary medicines and toilet articles, and perfumes of all kinds, names and conditions. The Act is so comprehensive that scarcely any article put up ready for sale escapes the stamp requirement. For example, such a wholly simple article as a cornplaster when prefaced by no proprietary designation is exempt, while the same thing if styled B & B or J & J or any other such descriptive insignia would be liable to stamp. Similarily, any official preparation (not officinal as worded in enactment) of the British, French or United States Pharmacopoeia when sold as such without additional proprietary reference is free from stamp requirement. As for instance: Hydrogen Peroxide as such is free; with any prefatory name as Brown's or any other it becomes liable. In addition to this requirement, official preparations should carry no statement of remedial properties as applied to any disease. It might be repeated that the range of goods requiring war stamps is so extensive that the careful druggist should take no chances, but should affix a stamp to every ready-for-sale article recommended for relief of any ailment of man or beast for either inside or outside treatment, and on every article of perfume or for the toilet. Pharmaceutical preparations of proprietary name or character for sale, or for compounding in prescriptions or otherwise must show evidence of having been stamped and cancelled.

WHO SHOULD PAY THE WAR TAX STAMP?

Such an inquiry would never be raised if every retailer were guided in the conduct of his business by sound ethical and economical principles. To voluntarily relinquish four per cent. of the selling price of an article meaning approximately twenty-five per cent. of profits is so glaringly inconsistent with sound business doctrines that one finds it difficult to believe that anyone should be so simple-minded as to lend oneself to such a questionable practice. If the motive be to contribute of one's substance to the country's needs in the hour of stress, no exception can be taken, and yet in the light of knowledge and observation of human nature in the face of price problems, condemnation cannot be withheld from this, or any practice that establishes a basis of comparison to the casual detriment of more consistent competitors. It is enough that you should submit gratuitously and cheerfully to act as collector of revenue in the usual circumstance requiring this free service. It should not be forgotten that the cost of every item of your stock has been greatly advanced by increased war taxation in addition to any other increased cost due to war conditions. It would seem therefore sound business to look carefully into every transaction and bring the selling price into correspondence with cost of goods plus the annual expense chargeable against business and not forgetting an adequate return for the service rendered.

A burly old skipper and his mate entered a restaurant in Liverpool and demanded a "table dotty" dinner.

In a few minutes a waiter approached, and, with a considerable amount of flourish, placed two plates of thin watery looking soup before the pair.

"Hi, me lad, what's this stuff?" demanded the mariner, gazing in amazement at the decoction before him.

"Soup, sir," replied the waiter.

"Soup!" shouted the old sea dog. "By gum, Bill," to his mate, "just think o' that. 'Ere's you an' me been sailin' on soup orl our lives, an' never knowed it afore."

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Duty Free Alcohol.

The question of free alcohol for manufacturing purposes in Canada has been under consideration by interested parties for many years, and efforts more or less forceful have been made to secure it, but up to the present nothing has been done to relieve the situation.

OPPOSITION TO FREE ALCOHOL.

The opposition of duty-free alcohol may be based on a want of knowledge by the general public of the great usefulness of the article, and to a prejudice in certain quarters against alcohol, which is regarded by them as a spirit of evil. The opposition to free alcohol in official quarters is found in the fact that the Government do not desire to expose the revenue to loss, and the fact that officers of the revenue collecting departments of the Government by long training naturally look more to the revenue than to trade development.

KIND OF ALCOHOL.

The kind of alcohol needed for manufacturing purposes is a good sample of ethyl alcohol, such as is produced by any of the Canadian distilleries. It may be distilled from grain, molasses and other products.

The great bulk of alcohol distilled in Canada is stored in bond by distillers for at least two years to render it potable, but newly-distilled alcohol and non-potable is good enough for manufacturing purposes, and can, of course, be produced under certain regulations at a less price than the potable article; but in both cases the price for alcohol in Canada is too high compared with the cost of production. Very good spirits can be produced in other countries at from 10 to 25 cents a gallon, while the non-potable article in Canada costs two or three times this amount in bond. Whether the increased quantity used, which would certainly follow the introduction of free alcohol, would reduce the price, I am not prepared to say; this will depend upon the policy adopted by the distillers. It is, however, important that the price in Canada of alcohol should be reduced if the Government can be convinced that free alcohol is a necessity.

USES OF ALCOHOL.

Alcohol is the basis of the drug business, not only in Canada, but in every country in the world. More than two-thirds of the thousands of articles named in the British and other pharmacopoeias are prepared for the market with alcohol, and there is no reason why medicinal preparations, which are used by all classses of people, should be set apart and subjected to special taxation.

In addition to pharmaceutical preparations and chemicals which require alcohol in the process of manufacture, there are many things which are used very extensively in Canada, which require alcohol in the process, and in which it is completely changed chemically, so that it goes into the market and general use, not as a mixture of alcohol but as a chemical compound, there are no reasons why they should be subjected to special taxation; such articles as chloroform, ether, ethyl chloride, ethyl bromide, ethyl iodide, chloral hydrate, colodin, and many photographic chemicals and synthetic fruit flavors are made with alcohol, in which the alcohol is entirely changed chemically.

It is also used very extensively in the manufacture of dyes, but no attempt at the development of this industry has been made in Canada, owing to the fact that the tax on alcohol renders it impossible. In this connection we may state that the dye industry was first developed in England, but the difficulties surrounding the use of alcohol in England for industrial purposes drove this branch of trade to Germany, where it developed enormously under the fostering care of the Government, and the free use of alcohol for that purpose.

Alcohol is also used by the hospitals in every country for bathing patients; it is a stimulating and refreshing bath, but owing to the excessive duty its use is limited, and patients are deprived of this great comfort, or are exposed to the danger surrounding the use of methylated spirits, which is very often substituted for this purpose.

Alcohol is also the basis of the perfume industry; efforts have been made during many years to establish a profitable perfume business in Canada, but these enterprises have been greatly retarded by the tax on alcohol.

Its use in the manufacture of varnish and kindred products is well known. It is also used extensively in the manufacture of soaps, and nearly all liquid toilet articles; indeed the field for uses of free alcohol could be enlarged upon almost indefinitely.

It may be stated as a kind of anomaly, and it does not reflect much upon our civilization, that in nearly all countries free alcohol is allowed for the manufacture of high explosives and other articles for the destruction of human life; but it is taxed heavily, especially in Canada, as a medium in the hands of physicians for the cure of disease and the preservation of life.

CONDITION OF ALCOHOL IN OTHER COUNTRIES.

In Great Britain legislation was passed some years ago in favor of free alcohol for certain industries, but the conditions imposed by the excise department were so onerous that manufacturers could not take advantage of the legislation, the result was that Germany became the centre of chemical industry, and we might also say, the centre of scientific research. Pure free alcohol is, however, allowed in Great Britain in hospitals and certain scientific institutions, but as there were only 5,193 gallons used for this purpose in the last year of which we have a record, against 646,118 gallons used for the same purpose in Germany, it can be assumed that the restrictions surrounding its use in Great Britain prevent its use in the manner described.

In Great Britain alcohol may be obtained for manufacturing purposes after it has been denatured or de-

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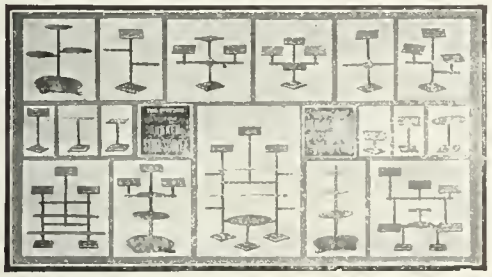

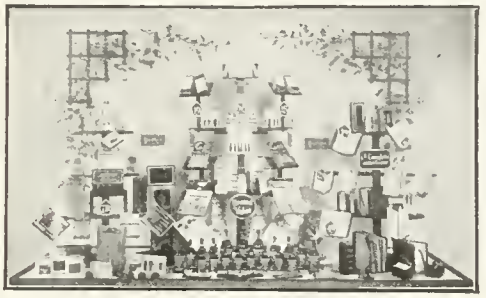

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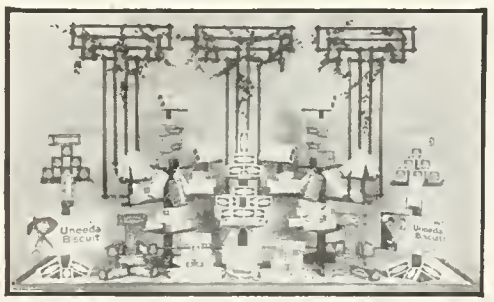

The Storage Chest. The 152 YOUNITS that make up this set are put up in A HARDWOOD, HINGED LID STORAGE CHEST (oiled finish). A good place to keep any part of the set that is not being used.

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stroyed as a beverage, by adding ten per cent. of wood naphtha and a very small percentage of petroleum. This mixture is used in Great Britain to the extent of 7,359,000 proof gallons, while in Germany a like mixture is used to the extent of 36,633,000 imperial gallons. In addition to the latter figures Germany used 7,145,000 gallons of specially denatured alcohol, presumably denatured with some substance which would not affect the character of the product the manufacturer desired to make.

In the United States between 1861 and 1907, the manufacturers labored under much the same handicap as is experienced by Canadians at the present time; but in the latter year legislation was introduced which enabled manufacturers to use a specially denatured article, which destroyed it as a beverage, but did not render it useless in the process of manufacturing special lines. The use of completely denatured alcohol increased from 1907 to 1914 by 400 per cent., while specially denatured alcohol increased from 303,000 to 6,191,000 gallons during the same period.

In 1913, in the United States, the Government recognizing the usefulness of alcohol, rendered it possible by legislation for large farmers, or groups of smaller farmers or agricultural associations, to distil alcohol from farm products in large or small quantities as the local needs required. This legislation, I understand, is found to be of great use, and is being taken advantage of extensively.

ALCOHOL IN CANADA.

The duty on alcohol at the present time in Canada is $2.40 per proof gallon, which represents a tax of $3.96 per imperial gallon, on the strength usually used for chemical and pharmaceutical purposes, namely 65 O.P.

The law of Canada permits the use of alcohol for manufacturing perfumes in bond at a tax rate of 75 cents per proof gallon, which means $1.25¾ cents per imperial gallon of ordinary alcohol. The law also permits the manufacture in bond of certain chemical compounds approved by the Governor in Council at a tax of 15 cents per proof gallon, or 34¾ cents per gallon of 65 O.P.

Denatured alcohol is handled by the Government and sold by the Government to manufacturers of certain articles at the rate of 75 cents per imperial gallon. There are three qualities: No. 1 Standard contains 35 per cent. wood naphtha, and No. 1 Benzine contains 9 per cent. wood naphtha and 1 per cent. Benzine. Both these qualities can be used only under Government permit, and manufacturers give bonds for due fulfilment of certain regulations. The third quality contains 50 per cent. of wood naphtha. This is used for burning and other domestic purposes, and is the article usually found in drug stores under the name of methylated spirits or wood alcohol, and is sold without permit or bonds.

A drawback is allowed on goods manufactured in bond for export.

Dr. E. B. Shuttleworth, of Toronto, in his article on alcohol published in a pamphlet recently issued by the Society of Chemical Industry, and to which pamphlet we are indebted for most of the information in this brief, states: "It seems evident that very little can be gained by taking advantage of existing legislation."

Dr. Shuttleworth, after describing the quantities of alcohol used, and the rate of alcohol taxation with respect to an article like ether, comes out squarely for free alcohol.

This is the only logical solution of the question. When other countries allow the use of alcohol absolutely free, or denatured specially, so that special articles can be manufactured, it is useless for Canadian manufacturers to attempt to compete with a tax of even 15 cents per proof gallon.

LOSS TO REVENUE.

The question will no doubt be asked how manufacturers propose to make good the revenue which will be lost to the Government if free alcohol is allowed for manufacturing purposes. Our answer is that the benefit to the country is more than a sufficient offset to the loss of revenue.

Countries which have adopted prohibition have no doubt been confronted with this question of revenue, but they appear to have answered it the same as we do, namely, that the benefits far more than balance the loss; apart from this view of the question there is no reason why one special line of industry should be taxed to the limit. It is a species of class legislation, and class legislation is something all our governments and legislatures frown upon; therefore the question of loss to the revenue should not be considered.

HOW TO PROTECT THE REVENUE.

It may be stated that free alcohol for manufacturing purposes might open channels for its use as a beverage. I will not admit that reasonable and unhampering regulations cannot be devised to prevent this abuse, but even if abuse did develop, there is no reason why this crime should not be dealt with the same as other crimes, instead of penalizing a legitimate industry, and thereby retarding development.

I would further suggest as an answer to the question "How can the revenue be protected?" that bonded warehouses be established in manufacturing establishments, which bonded warehouses would be under the absolute control of an officer of the Government; this officer to hold the key, and open and close the warehouse. By this means alcohol could not be taken out for beverage purposes, but there should be no other drastic regulations to harrass, encumber or embarrass the manufacturer.

OPPORTUNITY.

The present great war has created conditions which afford opportunities for the development of the pharmaceutical, chemical and other industries in Canada, which if allowed to pass may never occur again. It is therefore the duty of our Government and Parliament to give this important matter closest attention, and to grant such legislation as will enable the manufacturers of Canada to produce goods without hindering taxation, and enable the people to secure them for consumption at reasonable prices.—(*Com.*)

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THE advertising now running for Mennen's Talcum Powders is creating a bigger demand than ever for these popular lines.

Why not take advantage of this advertising by showing Mennen's on your counter? The sight of the Mennen products in your store will recall the advertising in the mind of your customers and nine times out of ten effect a sale.

Thus you can make Mennen's a very profitable line without any trouble on your part.

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Here are the Mennen products:—

Borated Talcum, Violet Talcum, Flesh Tint Talcum, Sen Yang Talcum, Narangia Talcum and Talcum for Men: Shaving Cream, Borated Skin Soap, Liquid Soap and Bath Powder.

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Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

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Burn your name and location permanently in the memory of the passing public by the use of a

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There is an individuality about a Flexlume Drug Sign, the mortar and pestle being moulded especially for the use of Druggists.

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Write to-day for Bulletins and special discounts to Druggists.

FEDERAL SIGN SYSTEM (Electric)

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FLEXLUME SIGN COMPANY, LIMITED

TORONTO, CANADA.

Patronize the Jobber.

We do not believe the jobber has ever been appreciated to an extent commensurate with his real value to the drug trade. The jobber represents a branch of the business that the retail druggist could not do without. We are dependent on the jobber for quick service. We send him orders for one-twelfth of a dozen of an item. He carries our accounts when we are unable to meet them. He is the man who stands between many a poor little store and bankruptcy. Most of the prosperous retail druggists of the country owe their success to a jobber who supported them until they were able to stand alone. To fail to show appreciation of these things by patronizing the jobber with all the business you can give him is ingratitude of the grossest kind. Don't send the jobber the orders for the little insignificant items that you can't get from anybody else. Give him the business that rightly belongs to him. When the price is the same, give it to the jobber. He has assembled a stock that runs into big money and it is for the convenience of the retailer. He brings the world's sources of supply within easy reach of your store. The jobber is the anchor to which is moored every branch of the drug trade. He is the keystone of the industry. Eliminate him and the structure will tumble into a jumbled, helpless mass. If the retail trade will stand by the jobber as faithfully as the jobber has stood by the retailers there will grow up a co-operative confidence that will be worth millions to the druggists of the country.—*Exchange.*

Fairchild Scholarship.

The examination for the Fairchild Scholarship and Prizes was held on June 23 at the following four centres: Cardiff (Mr. Albert Hagon, Supervisor), Edinburgh (Mr. Peter Boa, Supervisor), Manchester (Mr. James Grier, M.Sc., Supervisor), London (Mr. A. E. Holden, Supervisor). The Secretary to the Trustees (Mr. Holden) informs us that thirty-nine candidates complied with all the conditions of entry, and six ladies sat for examination, together with twenty-nine men, one of whom presented himself in khaki. Of the thirty-five candidates who attended the examination, twenty-five represented England, six represented Scotland, and four represented Wales. The papers written by the candidates were assessed by Mr. Peter Boa, Ph. C., (Practical Pharmacy and Prescription Reading), Mr. A. J. Phillips, Ph. C., (Materia Medica), Mr. Wm. Kirby, M. Sc. (Chemistry), and Mr. W. F. Wells, Ph. C. (Business Knowledge). The following are the results:

Miss Doris Gregory, Battersea Park, London, S.W., wins the scholarship (50*l.*) with 356 marks out of a possible 500.

Mr. Wm. Rigby, Westhoughton, near Bolton Lanes, second in order of merit, wins the England prize (5*l.*).

Miss Marjorie G. McDiarmid, Trinity, Edinburgh, wins the Scotland prize (5*l.*).

Mr. Richard Lloyd, Bath, wines the Wales prize (5*l.*).

The Trustees regret that on this occasion there were no candidates in Ireland. In the individual subjects the candidates representing England, Scotland and Wales made the following percentages:

	Mat. Med.	Chem..	Pract. Phar.	Bus. Know.	Total Aver.
England	37.5	58.4	43.8	40.6	45 p.c.
Scotland	44	53.5	66.6	54.6	54.6
Wales	27.5	49.5	48	21	36.5

Reprinted from the *Chemist and Druggist*, July, 31, 1915.

The U. S. Camphor Crop.

The camphor industry in Florida, which may be said to have been begun in 1905, has developed so greatly within a single decade it is confidently expected that within a few years it will be able to supply the demand for this important gum in this country. The bulk of the camphor now used here is imported from Japan. A single tract of 1600 acres of camphor trees planted in 1908, last year yielded over 10,000 pounds of camphor gum in addition to the proportionate supply of oil.

This little tract of land was planted by a celluloid factory, which is utilizing the gum for its own purposes. Another company last year bought eighteen square miles of land in the same locality, and is rapidly planting it in camphor, 1800 acres having been planted this year.

Enough seedlings are already on hand to plant nine square miles. Several methods, and also some new machinery, have been devised for camphor production in Florida, which will offset the cheap labor of Japan and insure a sufficient supply.—*Washington Star.*

"Lubifax" Surgical Lubricant.

Burroughs, Wellcome & Co. have introduced a preparation with the title "Lubafax" Surgical Lubricant, which can be relied upon to answer the requirements of urologists, gynaecologists, accoucheurs and medical practitioners generally. For catheters, colon and rectal tubes, specula, sounds, rectal and vaginal nozzles, and in obstetric operations, this preparation will be found a most serviceable antiseptic lubricant. It is suited also to the requirements of aural and nasal surgeons.

"Lubafax" Surgical Lubricant is without injurious effect upon either instruments or their rubber attachments, and will be found nongreasy and non-irritating as an application to the hands.

It is a bland jelly readily soluble in water and is put up in collapsible tubes, which are most convenient and cleanly in use. The tubes are enamelled and the printed matter on them is incapable of being transferred to the hands.

"Well," said the dealer, sympathizing with liberal customer, "I s'pose your former wife got alimony." "Yes," sighed the old man Justuntide, "she got all th' money."

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Ontario College of Pharmacy.

We present our readers this issue with a cut of the Professoriate of the O.C.P., although two of the teaching staff have gone to the front and will be absent for the time being.

Prof. Fotheringham has gone in the capacity of Colonel-in-Command of the Army Medical Corps, Second Contingent; Prof. Chambers as Lieut.-Col. of University Medical Corps, and is stationed at the Hospital at Folkstone, England. Mr. R. O. Hurst will take up the work of Materia Medica during this term, taking the place of Dr. Fotheringham.

The Ontario College of Pharmacy opened its Fall Term with eighty students in attendance, coming from every Province of the Dominion, and including three ladies in its number. Seven of the students are from British Columbia ; one from Manitoba ; four from Saskatchewan; two from Alberta; one from New Brunswick; one from Nova Scotia, and the remaining from different parts of Ontario.

The College opened with addresses by J. H. H. Jury, President of Council; A. J. Johnston, Sarnia, Vice-Pres., and Prof. Heebner, Dean of the College.

ELECTION OF COUNCIL.

The election of Council of the Ontario College of Pharmacy has resulted in an almost clean slate for the old Council, only one of whom was defeated, Mr. J. F. Roberts, an old and tried member displacing Mr. J. T. Pepper in District No. 11. The only other contest was in District No. 2, when E. W. Case easily defeated Mr. Prouse.

The new Council is as follows:—District No. 1, Henry Watters, Ottawa; District No. 2, E. W. Case, Picton; District No. 3, J. H. H. Jury, Bowmanville; District No. 4, W. H. Worden, Toronto; District No. 5, Geo. E. Gibbard, Toronto; District No. 6, G. H. Robertson, Barrie; District No. 7, Alex. Stewart, Guelph; District No. 8, Burwell Griffin, Hamilton; District No. 9, T. E. McLellan, Galt; District No. 10, Clarence T. Adams, Sault Ste. Marie; District No. 11, J. F. Roberts, Parkhill; District No. 12, Ebon R. Wigle, Goderich.

The following were recent visitors at the Ontario College of Pharmacy: W. M. Campbell, Ottawa; J. Nelson Sinclair, Winnipeg; J. Lemp, Tavistock; W. J. Friday, Cook's Drug Co., Port Arthur; Sebastien Stewart and wife, Guelph; Geo. E. Parker, Los Angeles; Chas. M. Wood, Vancouver; Mr. and Mrs. A. M. McNintch, Paradise, N.S.; Jas. F. Roberts, Parkhill; A. Moir Dow, Thamesville.

First Urchin—"Say, Chimmie, wot's dis stratergy t'ing dey talk about?"

Second Urchin—"Well, it's like dis: Supposin' yer run out of ammunition an' yer don't want de enemy ter know it, den it's stratergy ter keep on firin'."

Present Status of the Alcohol Industry in Canada.

By Dr. E. B. Shuttleworth, Toronto.

Shortly after Confederation a few of those interested, including the writer, succeeded in having inserted in the Inland Revenue Act, then being considered, a section (17) giving power to the Governor in Council to authorize the manufacture in bond of any spirituous compounds of approved formula. This section has survived, verbatim, every new Act or amendment, and exists in the Statute of 1906 precisely as it was first penned. It may be regarded as the vital principle by which the legal rights of industrial alcohol have been continued, and it is quite probable that, with modification, it affords one of the readiest means of securing development along these lines.

The effect of this section in the original Act was immediate. A long list—over 100, if I remember rightly—of spirituous compounds was submitted and approved, and, in a short time, several bonded factories were in operation. The production of considerable quantities of a number of chemicals, and many pharmaceutical and trade preparations, was carried on very successfully for a year or two. Some of the latter were converted, or perverted, into beverages, and useable alcohol was recovered from others. This quickly led to the withdrawal of approval from the entire list; a few articles, as soaps and perfumed spirits, have since been restored. Without further aid from the Government the prospects of industries dependent on alcohol are not at all encouraging.

There are several ways by which attempts might be made to secure industrial alcohol, either at a relatively nominal excise duty, or absolutely free from tax. These may be briefly set forth as follows:

Firstly, by enlargement of the privilege to manufacture perfumed spirits so as to extend it to other articles. The inclusion of the right to make perfumed spirits in bond was first authorized by Order in Council passed July 26th, and August 25th, 1892. Certain approved perfumed spirits might be made in bond, by licensed manufacturers, at a duty computed on the alcohol used at a rate of 75 cents per proof gallon, provided, however, that the entire cost of the compounds did not amount to less than the selling price of alcohol, which, at that time, was $3.25 per gallon. Some experience was gained in regard to the working of the existing regulations, and this led to an order issued on October 24th, 1914, No. 405, cancelling the enactments of 1892 and substituting a set of regulations, No. 406, which smoothed out former difficulties and provided explicit directions for the guidance of officers and manufacturers. The amount of the license fee is continued at $50.00 and a bond of $5,000 is also required, together with compliance with reasonably stringent regulations regarding the conduct of a factory. The duty of 75 cents per proof gallon remains in force. All formulas must be approved by the Department so that the protection of the revenue is secured, but in case any manufacturer does not wish to disclose such information he may proceed under the condition that

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the first cost of the alcohol and other ingredients employed, without overhead charges, amounts to at least $4.75 per gallon. The charges for official supervision are fixed at proportionate amounts, running from $10 per month for 15 hours' attendance to $50 per month for over 50 hours.

As the regulation authorizing the manufacture of perfumes in bond was issued as an Order in Council it may be legitimately assumed that such authority would be competent to make any changes therein, and extend the privilege to the manufacturer of other alcoholic compounds of approved formulas, as in the case of perfumes, of which the composition has been made known to the Department, and to which the $4.75 per gallon clause does not apply.* There would still, however, remain the bar of a duty of 75 cents per proof gallon on the alcohol consumed. This would be equal to $1.23¾ on commercial spirit 65 O. P., or slightly over 15 cents per pound. This, in itself, would prove a very considerable item of cost, and would have the effect of confining operations to articles of relatively high price. The example of sulphuric ether, which would be one of first compounds attempted, will fully elucidate this position. At the present time all the ether used in Canada is imported, mostly from the United States. It costs there about 12 cents per pound, and bears a duty of 30 per cent., making the value here about 16 cents per pound. In order to produce 73.8 parts of ether there are required 91.8 parts of absolute alcohol, and it may be said roughly that one pound of commercial ether requires at least 1.3 lbs. of alcohol of the ordinary strength of 65. O.P. The perfumed spirits duty of 15 cents per pound would thus amount to 20 cents per pound for the spirit in producing one pound of ether consumed, while the customs duty on such is only 3.6 cents. The boot is certainly on the wrong leg, and the result at once disposes of the hope of any advantage arising from the enlargement of the perfumed spirit privilege, at least as far as ether and similar compounds are concerned.

The second mode by which an attempt might be made arises from section 231 of the Inland Revenue Act of 1886, which is continued verbatim by section 247 of the Act of 1906. By this particular section the Governor in Council is empowered to "authorize the manufacture in bond of such dutiable goods as he from time to time sees fit to designate, in the manufacture or production thereof, spirits or other articles subject to duties of customs or excise are used." Power to make regulations, therefore, is similarly vested (sec. 140), and such regulations are to have the force of law (sec. 142).

The duty payable for spirit used in making "ether and such other chemical compositions" as are determined by the Governor in Council was fixed by the Act of 1886, See. 234, at 15 cents per proof gallon—(equal to 24¾ cents on 65 O.P.). This was amended in 1905, sec. 252, merely by the omission of the word "ether." It is difficult to account for this elision except on the supposition that the section is thus rendered more general in its application, but it is doubtful whether the "chemical compositions" refer to anything more than substances of the nature of ether, in which the spirit has undergone a complete transformation. On other classes of compounds the excise duty would probably be determined as specified in the second paragraph of sec. 252, 1906, and be equal to "the duties of customs to which they would be subject if imported from the United Kingdom."

The position under this view of the case may be summed up as follows: The Governor in Council has power to authorize the manufacture of any compound of which the formulas have been approved. In the case of "chemical compositions" there is levied a tax of 15 cents per proof gallon on the Canadian spirit used, but, if foreign alcohol is employed, the duty is doubled. On other manufactured goods, presumably those which are not "chemical compositions," the excise and customs tax are to be equal.

If ether were made under the above regulations the duty on spirit consumed in making one pound would amount to 4.03 cents, against 3.60 cents, customs, showing 0.43 cents in favor of importing rather than manufacturing.

It is not really necessary to discuss this matter in detail, as a general survey of the conditions at once affords the required conclusion. If Canada is to hold its own against foreign competition its manufacturers must have an equal chance with those abroad. For instance, Canada cannot compete with the United States in making ether, because, in this country, even under most favored bonded conditions, a duty of 15 cents per proof gallon is levied on all the alcohol consumed, while the United States manufacturer operates on duty-free spirit. This effectually settles the question as far as ether is concerned, and it applies equally well to all other compounds made under the "incomplete" or "specially denatured" regulations in the United States.

The quantity of spirit used in that country, for this purpose, for the year ending June 30th, 1914, is given in the Commissioner's Report just to hand, and amounts to 5,191,846.59 standard wine gallons. This annual consumption has been attained by increases of about half-a-million gallons per year since 1907, when only 382,415.19 were used. It is now proposed to recoup the Department for the trouble incurred in the supervision of incomplete denaturizing by collecting a duty of one cent per proof gallon. This would still leave Canada altogether out of the race.

From what has been said it is evident that there is nothing to hope for an appeal to the Governor in Council to approve of additional formulas, inasmuch as the specified duty on the alcohol used, or the full customs duties on the compound produced, would at once bar any attempt at home production. It might be argued that the matter of duty can be regulated by the Governor in Council, as in other respects, but the opening and concluding paragraphs of sec. 252 are very definite in stating the demands of the law. In the face of this it seems unlikely that the Governor could change the rate of duty, but this question can only be settled by reference to competent legal authority. Assuming the correctness of the views expressed, it seems evident that very little can be

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gained by taking advantage of existing legislation. Individual manufacturers may have some compounds which could be profitably made, in bond, under present conditions, but the situation does not promise much to the general class. The easiest plan would be that of amending section 252 by substituting duty-free spirit for the 15 cents per proof gallon rate. This would be a very simple question, involving little parliamentary discussion, and, if favorably received, would at least encourage those who are anxious to bring industrial chemistry to the front in Canada.

It has been suggested that the Government be asked to frame entirely new regulations for industrial alcohol, or, in default, adopt those now in operation in Great Britain. The passing of such an amendment to the Inland Revenue Act similar to sec. 8 of the British Finance Act, and the adoption of regulations similar to those briefly referred to, would fulfill to some extent the requirements of Canadian manufacturers, but, without greater latitude in the interpretation of the regulation respecting the use of duty-free spirit other than methylated, would still leave barred off, as forbidden ground, the desirable field which the chemist wishes to enter and the cultivation of which the progress of the country demands.

Largest Shipment of Olive Oil.

Messrs. Harold Ritchie & Co. Limited, of Toronto, announce the arrival of the largest shipment of olive oil that ever came to Canada; and that they will shortly receive a duplicate order of this shipment. Since the chances are that the price of olive oil will take a jump in the near future, this firm "should worry."

Pinex Sales.

During last year when a great many proprietary medicines had hard sledding, Pinex sales showed their usual normal, healthy increase. The explanation lies partly in the liberal advertising policy of the Company and partly in the fact that the remedy has become recognized as one of the standards found in most family medicine chests and on the shelves of practically every drug store in the country.

As usual Pinex is sold this year under a wide open guarantee of satisfaction or money back. The Pinex Company has never quibbled or delayed in making good its guarantee, and it is now in a stronger position to back up its promises.

The remedy this year is precisely the same as it was last. During the preceding years it has been improved year by year until its producers believe that it has reached as near perfection for its purpose as is possible. There has been no occasion to skimp or drop out any of the ingredients since the Pinex Company had on hand last year a two years' supply of all foreign chemicals used, and has found no particular difficulty in obtaining additional shipments during the past year.

Going After the Business.

There are a few druggists nowadays in a position to ignore the trend of events towards the commercial side of pharmacy. In the average situation he must be a merchant as well as a professional man, if he makes ends meet. It is all the more to his credit if he recognizes this situation by employing not only his spare time and ready money, but his credit and his floor space and his business acumen, in pushing all of those lines that have come to be recognized as properly belonging to the up-to-date drug store.

Drug store side lines not only help to pay the rent, but they utilize all the elements of the business to the best advantage. More than one druggist has reason to know that without them he could not exist. A very large percentage of all the druggists of the country would go out of business if they depended entirely on drugs and prescriptions for a living.

Sidelines intertwine and dovetail into the business. Each has its peculiar drawing power. One helps to sell another; all bring customers to the prescription case. None, honestly handled, drives trade away. Fountain pens sell stationery and vice versa. Candy helps to sell perfumery, by getting the women into the store. Cameras sell photographic supplies. Flower seeds create a demand for rubber gloves for use in the home garden. Wall paper sells paint. Safety razors sell brushes and soap. Toilet articles sell chamois and sponges. Baseball bats bring the "kids" into the store for all manner of juvenile supplies. Pretty nearly everything the women use makes them customers for other things they need everyday. And so on, to the end of the chapter.

All have a bearing on the professional lines. They bring people to the store. They make the druggist known in the community. There is no danger that they will overshadow drugs and kindred articles, unless the druggist deliberately neglects the latter and fails to keep the sign, "Drug Store" to the front where it belongs.—*Pacific Drug Review.*

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A Fishing Party.

This is not an ordinary fishing story. This is a true one, that is, as far as we can ascertain.

At the invitation of Mr. F. H. Cavanagh, of Thessalon, the party, which included Mr. T. A. Henderson, Manager of the Toronto Branch, Mr. J. M. Dickson, Manager Na-Dru-Co. Factory, together with Messrs. W. H. Davis, H. B. Clearihue and T. G. Nutson, responded to the call.

The party assembled at Thessalon on Saturday, July 24th, and were warmly welcomed by Mr. Cavanagh, assisted by "Doc." McIntosh and "Jim" Town. Mr. O. H. Hewitt, of Blind River, joined the party on Monday, and after an interesting trip by auto and motor boat, they arrived at their destination on the shores of Lakes Waquikobing and Pakowagamengau (pronounced with the "a" silent as in milk), the "Wigwam" of the Canadian Camp Club, presided over by Big "Bill" Yates and his daughter Mabel.

The biggest fish was caught by Bill Yates, who landed a bass weighing four pounds, but Mr. Dickson let one get off his line which he says would have surprised the party.

Outside the fishing, the members of the party were occupied in physical culture, and spent part of their time in traveling the "Porcupine Trail." Jaunts to such places as Snake Rapids and Red Rock Falls were also indulged in, some of which were considerably over half a mile.

The story goes that "T.A." had so developed his muscular resources that he rowed a boat for five hours without taking a rest. Somebody said "five days;" but we feel inclined to believe the former or perhaps a little less.

Mr. Dickson also displayed his muscular powers by steering the boat without showing any signs of fatigue.

Everybody was unanimous on this point: that the complete change, the "physical exercise" and last, but not least, the fishing had been so beneficial that the return to work would be welcomed.

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FRANCE—O. F. Graband, 19 rue de Richelieu, Paris.

Editorial.

Pharmaceutical Executive Bodies.

Below we give a list of the officers of various Pharmaceutical Associations and Societies throughout the Provinces of Canada. This list is not quite complete, but in next issue we hope to have the entire list.

PHARMACEUTICAL ASSOCIATION OF THE PROVINCE OF QUEBEC.

President, Mr. J. E. Lecours; 1st Vice-Pres., Mr. H. W. Reynolds; 2nd Vice-Pres., M. W. P. Laroche; Treasurer, Mr. J. A. D. Godbour (re-elected); Secretary, Henri J. Pilon. Councillors—MM. John E. Tremble, Honorary President; A. J. Laurence, A. L. Jolicoeur, E. C. Fraser, F. H. Spearman, Edm. Vadboncoeur, A. D. Quintin, S. Boulkind.

NOVA SCOTIA PHARMACEUTICAL ASSOCIATION.

President, John J. Turnbull, Sydney; Vice-Pres., Audley A. Thompson, Halifax; Treasurer, Thos. V. Woolrich, Halifax; Secretary-Registrar, G. A. Burbidge, Halifax. Members of Council—Messrs. R. C. Fuller, Amherst; C. C. McDougall, Kentville; J. J. Kinley, Lunenburg; E. J. Power, Halifax; E. M. McLeod, Halifax; A. A. Thompson, Halifax; G. A. Burbidge, Halifax; T. V. Woolrich, Halifax; J. J. Turnbull, Sydney; E. J. Butcher, Dartmouth, A. W. Olive, Bridgewater; A. J. Crease, Amherst.

NEW BRUNSWICK PHARMACEUTICAL SOCIETY.

President, H. H. Woodworth, Sackville; Vice-President, A. W. Coombs, St. Mary's; Registrar, J. B. Mahoney, St. John; Secretary, Geo. O. Spencer, Moncton; Treasurer, Dr. E. O. Steeves, Moncton. Members of Council, F. W. Munro, S. M. Wetmore, Geo. F. Coupe, of St. John; and C. A. Burchil, Alonzo Staples, C. Fred Chestor, and Arthur J. Ryan, of Fredericton.

PRINCE EDWARD ISLAND PHARMACEUTICAL SOCIETY.

President, E. A. Foster, Charlottetown; Vice-President, J. A. G. Ellis, Montague; Secretary-Registrar, W. J. Brown, Charlottetown; Treasurer, D. O. M. Reddin, Charlottetown. Members of Council—G. E. Hughes, Charlottetown; A. R. Crosby, and J. R. Dalton, Summerside.

BRITISH COLUMBIA PHARMACEUTICAL ASSOCIATION.

President, Frank J. McKenzie, White Rock, B. C.; Vice-President, T. H. Robinson, Vancouver, B.C.; Secretary-Registrar-Treasurer—James W. Browne, 500 Main St., Vancouver, B.C. Councillors—Walter Bews, Revelstoke, B.C.; Joseph H. Emory, Victoria, B. C.; Frank J. Mackenzie, White Rock, B.C.; Chas. G. Mills, Vancouver, B.C.; T. H. Robinson, Vancouver, B.C.; Fred J. Williams, Victoria, B.C.

SASKATCHEWAN PHARMACEUTICAL ASSOCIATION.

President, W. Walter Pennington, Moosomin; Registrar, Mr. Robt. Martin, Regina. Members of Council—W. Pennington, Moosomin; Chas. McDonald, Prince Albert; R. H. Porteous, Carlyle; R. B. Taylor, Milville; John Nicholl, Battleford; S. T. Atkinson, Saskatoon; Robt. Martin, Regina.
Martin.

THE ONTARIO COLLEGE OF PHARMACY.

President, John H. H. Jury, Bowmanville, Ont.; Vice-President, Albert J. Johnston, Sarnia, Ont.; Registrar-Treasurer, W. B. Graham, 42 Gerrard St., East, Toronto. Councillors—Henry Watters, Ottawa; E. W. Case, Picton, Ont.; Alex. Stewart, Guelph, Ont.; W. H. Worden, Toronto, Ont.; Geo. E. Gibbard, Toronto, Ont.; H. G. Robertson, Barrie, Ont.; Burwell Griffin, Hamilton, Ont.; T. E. McLellan, Galt, Ont.; Clarence T. Adams, Sault Ste. Marie, Ont.; J. F. Roberts, Parkhill, Ont.; Ebon R. Wigle, Goderich, Ont.

AMERICAN PHARMACEUTICAL ASSOCIATION.

President, F. J. Wulling, Minneapolis; C. H. La Wall, Philadelphia; C. Herbert Packard, Boston. First Vice-President, L. A. Seltzer, Detroit; A. B. Huested, Albany; C. W. Johnson, Seattle. Second Vice-President, Chas. Gietner, St. Louis; L.E. Sayre, Lawrence, Kans.; G. H. P. Lichtbardt, Sacramento. Third Vice-President, F. L. Green, San Francisco; A. R. Lyman, Lincoln, Neb.; Phillip Asher, New Orleans.

The Drug Market.

Business during the past month has shown signs of improvement as far as orders are concerned. Prices of nearly all lines are steadily advancing, and it is difficult to get some supplies at any price, for the countries at war, as well as many neutral nations, have placed embargoes on the exportation of such drugs and chemicals as are in greatest demand.

Quinine has advanced very materially, advance equalling about ten cents.

Hydrogen Peroxide, which has been used as an antiseptic in the war hospitals, has again advanced, as the raw material used in its manufacture is difficult to get and the price is exceedingly high.

Glycerine, on account of large demand for making explosives, is higher.

Borax and Boracic Acid have again been advanced by the manufacturers.

Bromides are very firm in price with a tendency to higher prices.

Caustic Soda is very much higher.

Cod Liver Oil even at present high prices will likely advance as seasonable demand commences.

Opium, if the unfavorable reports of the crop materialize, will advance.

Potash Salts, Acetate, Bicarbonate and Citrate are advancing.

Resorcin, a sharp advance has occured. It is one of the Coal Tar derivatives.

Sodium Salicylate, Benzoate and other Salts are only offered in limited quantities and at a very high price.

Epsom salts are very high, and it does not seem impossible that they may be worth ten cents in barrels soon, as stocks are very limited.

Bismuth—There is a rumor that the British Government is now more closely controlling the supplies of Bismuth metal, with the result that manufacturers have difficulty in supplying their contracts on Bismuth Salts, so higher prices are expected.

Acid Aceto Salicylic and Carbolic Acid have a very small demand on account of very high prices. Evidently something else is being used in place of them.

Chrysarobin, Hydroquinone, Hypophosphites, Mercurials, Methylene Blue, Phenacetine, Saccharine, Salol,

WANTED

A Druggist with nerve and leadership in every centre of population who will prove his faith in coming prosperity, by displaying and pushing

LA PREFERENCIA CIGARS

SIZES

CONCHAS CLUB HOUSE PANETELAS BULL DOGS

WRITE US

VALLENS & CO.

LONDON - *CANADA*

Our Canadian Pharmaceutical Specialties are made in Canada expressly for Canada by a very well-known Canadian

Further they are Canadian in Quality, Ethics and Elegance—in short always dependable
Your physicians will receive samples of and Literature on

Ergotole Lapactic Pills Sedatole Pan Peptic Elixir
Sal Laxa Milk of Magnesia Lithiated Sorghum Comp.
Pill Phosphorus Amorphous 1 gr.

YOU will receive Prescriptions and Orders for them.

FRANK W. HORNER, Limited

142 St. Urbain St., Montreal

OUR CANADIAN DISTRIBUTOR
Will gladly quote prices and promptly fill your orders

SHARP & DOHME
Chemists since 1860

Laboratories, : Baltimore
General Offices, New York

American Branches—CHICAGO, NEW ORLEANS, ST. LOUIS, ATLANTA, PHILADELPHIA

Strontia Bromide, are all much higher, and some difficult to obtain at all.

From the fact that producing countries are fully occupied at present, and there are practically no surplus stocks, unless the war terminates this Fall no doubt many lines will considerably advance over present high values, as there is a great shortage of labor making itself felt particularly in Europe and on the Continent that during the coming months unless relief is afforded will accentuate the situation.

Pharmaceutical Examinations.

The Semi-Annual Major and Minor Examinations of the Pharmaceutical Association of the Province of Quebec, which have been in progress at Laval University, Quebec, since Monday, September 20th inst., finished the 24th, inclusive.

Nineteen Majors presented themselves, of whom the following are now Licentiates of Pharmacy:—M. Gets, J. Eidlow, Miss V. Segal, Louis Robert, H. Fishman, C. A. Rousseau, H. W. Kinnear, W. Leger.

Of eleven Minors, the following passed and are now Certified Clerks:—L. Senay (silver medal), H. B. Fabien, L. Rainville, Alf. Asselin, E. Granger.

The Examiners were:—Messrs. A. B. J. Moore, H. R. Lanctot, O. H. Tansey, Montreal; Omer Ste. Amour, Ste. Agathe des Monts; A. R. Farley, Hull, and A. E. Francoeur, Quebec, with Henri J. Pilon, Secertary.

Women in the Front of Pharmacy.

Following upon the first Bell Scholarship of this year being won by a lady, the principal prizes of the School of Pharmacy, London, England being taken by another (Miss Dora F. White), who also has secured the pharmaceutical blue ribbon of the year (the Pereira Medal), we record this week another signal triumph by a woman, Miss Doris Gregory having gained the Fairchild Scholarship of 50*l.*; which is intended for tuition for the Minor examination. She is the first woman to get the Fairchild Scholarship, as Miss Marjory McDiarmid is the first to take the Scotland prize. She is a daughter of Mr. Fraser McDiarmid, Ph. C., Edinburgh. This is the eleventh year of the scheme, founded by Fairchild Brothers & Foster, New York and London, to encourage pharmaceutical education in Great Britain and Ireland. The previous ten scholars have been men, and now in this women's year it is quite appropriate that one of the fair sex should begin the second decade—one in which men will certainly have to work hard to maintain the reputation which their predecessors have left them. Miss Gregory is a pupil of Miss Margaret E. Buchanan, Ph.C., who was the first woman to get honors in the School of Pharmacy, and also the first to gain a prize in the Pharmaceutical Society's annual competition for pharmaceutical chemists, she having been awarded the silver medal in 1887.

An Appeal on Behalf of the National Canadian Patriotic Fund.

We have now entered upon the second year of the war, and the end seems as far off as ever. No one imagined, a year ago, that by September, 1915, Canada would have sent across the Atlantic nearly one hundred thousand men with as many more to follow if necessary. This magnificent enlistment, while primarily due to the loyalty of our people, has been, in a large measure, made possible by the Canadian Patriotic Fund.

This greatest of all the national benefactions is now assisting twenty thousand families of men who have enlisted for overseas service. These men have gone forward with the full assurance that the people of Canada will see to it that during their absence their wives, widowed mothers and little children shall be maintained in comfort. We hear that the drain upon the Fund is assuming large proportions, that to meet the needs of July and August $700,000 was expended, that the reserves are being materially decreased and that the national Executive Committee now finds it necessary to make a further appeal to the Canadian public.

There are many funds, most of them worthy, but of them all the Patriotic Fund is the one we cannot allow to fail. It is the duty of the Government to arm, equip and maintain the troops. Not a dollar do the Federal authorities give to the Patriotic Fund. This work depends solely on the patriotism and generosity of our own people. Thousands of brave men are fighting our battles, believing that we meant what we said when we told them as they went forward:—"Go and we will care for the wife and kiddies." It would be to our everlasting disgrace if our pledge were broken.

The national organization, with headquarters at Ottawa and branches or affiliated associations in every part of the Dominion, is worthy of our most generous support in the tremendous and evergrowing task that it has undertaken.

The Druggist and His Profits.

A new book for druggists was recently published by E. G. Swift, Detroit. The author is Harry B. Mason, editor of *The Bulletin of Pharmacy*. The book is intended as a practical manual for druggists in business, and for students in schools of Pharmacy.

It tells you how a retailer may learn the facts about his expenses and profits, and how he may use these facts in the detailed and systematic improvement of his business.

The book contains 127 pages and cover. It is printed in large, plain type and is neatly bound. We strongly recommend it to all retail druggists.

New Stationery Boxes.

Several twenty-five cent papeteries are among the new fall lines of Buntin, Gillies Co., Ltd., Hamilton. The boxes are bright and catchy, and contain fine white linen finish note and news. They will be found very useful in freshening up your stock.

Pepto-Mangan (Gude)
(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

CORSON'S CHARCOAL TOOTH PASTE
REPEATS

A great many druggists have made a good profit of its sales this year.

Have you made yours?

SOVEREIGN PERFUMES Limited
TORONTO

LISTEN!!!

The greatest work ever written on the Eye has been prepared by fifteen Specialists, who are pre-eminent authorities on Optical, Optometrical and Opthalmological subjects. They have covered the field as it has never previously been covered, and their master work is now contained in our course of Ophthalmology.

Tens of thousands of dollars and years of tireless labor have been expended to place within your hands sure, safe methods of a non-drug, non-surgical nature that assures relief and cures in a thousand and one abnormalities and diseases of the eye. Send for information regarding attendance and mail courses, also $1,000 Scholarships and Gold Prizes.

ROYAL COLLEGE OF SCIENCE

ROYAL COLLEGE OF SCIENCE, 709 SpadinaAve., TORONTO, CANADA

BUFFALO COLLEGE OF PHARMACY

44 High St. Opens Oct. 6. 30th Annual Session.

Two years' study secures the degree in Pharmacy (Ph. G.)—Three years' study secures the degree of Master in Pharmacy (Phar. M.) or Pharmaceutical Chemist (Phar. C.) or Analytical Chemist (A.C.)

All Courses include a large proportion of laboratory work. Mail a postal for illustrated Announcement. "Do it now

TANGLEFOOT

The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

Seaforth Druggist Goes to the Front.

Below we reproduce the photograph of Lieut.-Col. Alexander Wilson, commanding officer of the 33rd Battalion, Canadian Expeditionary Force. Col. Wilson's Battalion has been training at London, Ont., for some months past, and will probably form part of the third contingent. He has been in the retail drug business in

LIEUTENANT-COLONEL WILSON.

Seaforth, Ont., for over 30 years, being a partner in the firm of Lumsden and Wilson up to a few years ago. Lieut.-Col. Wilson has been connected with the Canadian Militia for many years, and is reputed to be a crack rifle shot.

The Saskatchewan Pharmaceutical Association have offered two machine guns, to cost about $765 each, to the Militia Department for use in the war. One of these guns to be paid for from the funds of the Association and the other is to be bought with voluntary subscriptions from the druggists of the Province. The Association has also donated $500 for the relief fund for stricken doctors and druggists of Belgium.

The druggists of Prince Edward Island have decided to purchase a machine gun and to place it at the disposal of the Militia Department. The money will be raised by voluntary contribution.

The New Brunswick Pharmaceutical Association has contributed $500 to war relief, $200 to the Red Cross Fund, $200 to the Patriotic Fund, and $100 to locate two beds in the Canadian Hospital in France.

Major J. L. Duval, M. D., St. John, N.B., who went with the first Canadian Contingent, died as a result of his wounds received at the second battle at Ypres. Mr. Duval was one of the stock holders of the National Drug and Chemical Co., and he had been awarded "Distinguished Order of Merit" for gallantry during his attendance in service of the Red Cross.

Fees Will be Waived.

The Council of the British Columbia Pharmaceutical Association, at its meeting in June, passed a resolution that the fees of all pharmacists of that Province, who are engaged in the defence of the Empire, will be waived for the period they are so engaged, and the Registrar asks that all those interested should notify him as soon as possible, so their names may be entered on the records.

We learn from the *B. C. Pharmaceutical Record* that a number of the pharmacists of that province have gone to the front, amongst these being B. Laidlaw, Murray Campbell, Harry Fisher, John Robertson, R. G. Strachan, Arthur R. Mann and Percy Neal.

Carbolic Acid in Japan.

A plan is under way for starting a semi-official factory with a view to producing carbolic acid from coal tar. In this connection the fact may be noted that the experimental production of the Tokio Gas Company of benzol, naphthaline, carbolic acid, and even aniline from coal tar has been attended with results that according to the U. S. Consul at Yokohama, inspire every confidence. Special interest attaches to the production of carbolic acid from coal tar, since from an annual outturn of 68,000 tons the total amount of the acid produced would be something like 190 short tons. At present the monthly production of the company amounts to about 2,677lb., but it will be increased to 13,333lb. upon the completion in August of the factory now under construction for the purpose near Tokio.

A New Insecticide.

"Para-dichlorobenzene" is a chemical compound only recently used as an insecticide, but which, in being non-inflammable and comparatively inexpensive, possesses advantages over other fumigants. The United States Department of Agriculture's new bulletin (No. 167) is entitled, "Para-dichlorobenzene as an Insect Fumigant," and points out that the compound, although deadly to insects, is harmless to human beings under ordinary conditions, and does not have an odor which clings to fabrics, as do many insecticides.

Para-dichlorobenzene is a colorless crystalline substance which evaporates very quickly as a vapor, if exposed. It costs 15 cents per pound in barrel lots.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

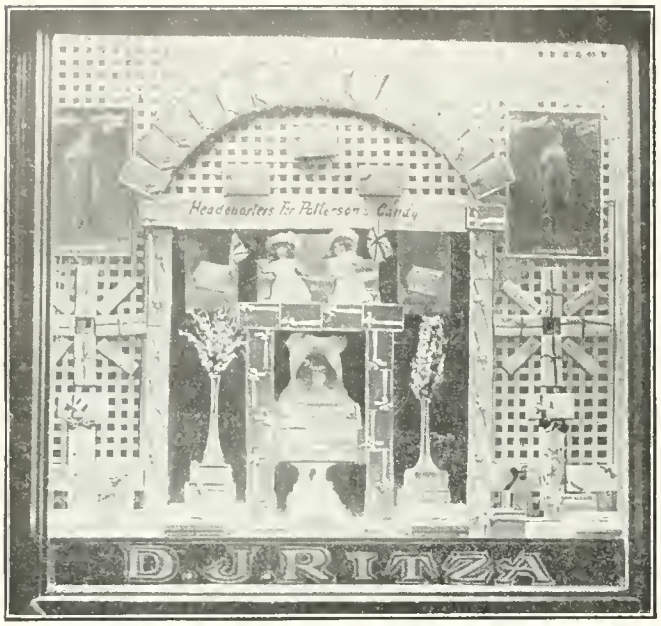
Bears the Signature of

Chas. H. Fletcher.

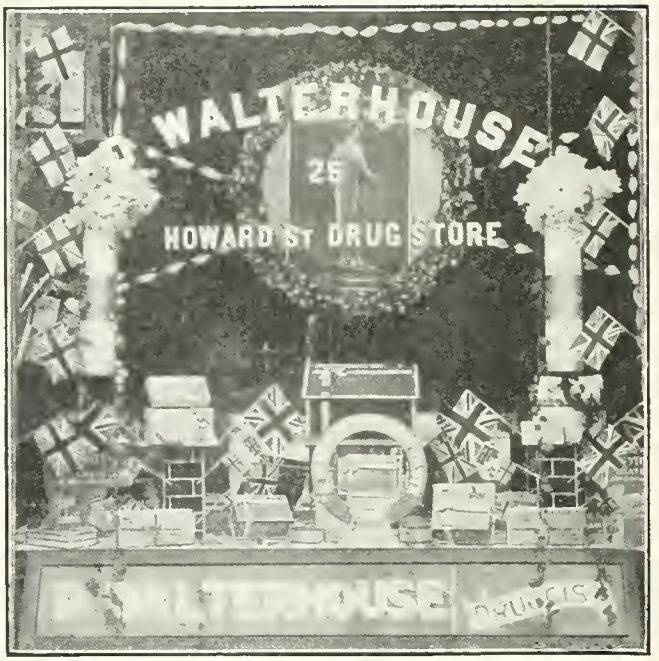
THE CENTAUR COMPANY
250 WEST BROADWAY, NEW YORK CITY.

Chas. H. Fletcher. President.

Patterson's Window Dressing Competition.



1. Display of Patterson's Toronto Chocolates made by Mr. D. J. Ritza, of Renfrew, which won first prize. Many a good Patterson window has in the past won him dividends greater by far than the prize which this window won last quarter. The arch design is most effective, and good use is made of electric sign. Special pictorial decorations, which he made himself, are a marked addition.



3. Window of Mr. D. C. Walterhouse, Druggist, on Howard St., Toronto, which was dressed by Mr. Smith, the manager of the store. It was awarded third prize. An ALL CANADIAN WINDOW. Goods made in Canada by Canadians displayed in a store in the heart of the Queen City of Canada. The flags made an opportune trim.

2. A window with lots of "Punch" made by J. W. McKibbon, of Wingham, which won second prize. Mose effective use was made of large billboard poster.

Optimism is Patterson's Motto.

A point of light shines most brightly in the darkness, so enterprise and expansion is most conspicuous when curtailment and a spirit of reaction is general.

With a confidence worthy of this Canada of ours and in keeping with the progressive policy of this concern, the Patterson Candy Co. have opened a branch office and warehouse in Winnipeg at 120 Lombard St., so as to care for their rapidly growing Western business.

This office will be the headquarters for Mr. H. L. Brown, Mr. F. B. Burt, and Mr. H. Heigham, all tried and proven Patterson men who will cover the province from Winnipeg to Vancouver.

A brief conversation with Mr. McEachern, distributing manager, reveals the secret of this firm's remarkable progress. Their motto is "service gets the business" and every month they are proving its truth. While not at liberty to quote figures given in confidence, 1915 to August 1st, has brought them a per cent. of increased business which would be most gratifying under normal trade conditions, but is most exceptional under present circumstances, when one reflects that their product is a luxury.

The present year was begun with a determination to make it a good one despite all odds. A number of carefully considered and well conceived new lines were issued to attract trade which, backed by the Patterson quality and the Patterson enterprise, returned an unusual number of "Best Sellers."

We have seen no better evidence of what the spirit of confidence, in the soundness of Canada's commerce, and faith in the power of an honest product will accomplish.

Formulary

Gathered from Various Sources.

Cold Cream.

CAMPHOR COLD CREAM (Camphorated Cold Cream).

This may be made by using any of the formulas for "cold cream," dissolving a small amount of camphor gum in the oil or wax by the aid of a gentle heat before adding the other ingredients, or the following formulas may be used:

1. Spermaceti ..... 2 av. oz.
   White wax ..... 2 av. oz.
   Sweet almond oil ..... 13 fl. oz.
   Camphor ..... 1 av. oz.
   Distilled water ..... 6 fl. oz.
   Borax ..... 1 drachm
   Oil of rose ..... 16 drops
   Oil of rose geranium ..... 4 drops
   Oil of ylang ylang ..... 4 drops
   Tincture of musk ..... 8 drops
   Tincture of civet ..... 8 drops
2. Camphor ..... 2 av. oz.
   Spermaceti ..... 2 av. oz.
   White wax ..... 4 av. oz.
   Sweet almond oil ..... 20 fl. oz.
   Rose water ..... 4 fl. oz.
   Oil of rose ..... 20 drops

Prepare like the preceding. Cottonseed or benne oil may replace the sweet almond oil.

WITCH HAZEL COLD CREAM.

1. White petrolatum ..... 18 parts
   White wax ..... 3 parts
   Spermaceti ..... 3 parts
   Distilled extract of witch hazel ..... 6 parts

Melt the first three ingredients together; allow to cool to some extent; then add the witch hazel extract and stir. When nearly cold, add any desired perfume and stir vigorously.

2. Paraffin ..... 250 parts
   White wax ..... 260 parts
   White paraffin oil or liquid abolene ..... 990 parts
   Sodium perborate ..... 10 parts
   Distilled water ..... 380 parts
   Perfume to suit.

Melt the paraffin and wax at the lowest possible temperature, and then add the paraffin oil. If this addition causes the wax to congeal, continue the heat while stirring sufficiently to remelt the mass. Now add the sodium perborate to the water and slightly warm the solution. Then add this to the wax solution in a continuous stream as large as a finger; at the same time briskly beat the emulsion with a wooden paddle until it becomes smooth. While the mass is in a semi-fluid state, incorporate the perfume. Then run the cream into the containers.

VIOLET COLD CREAM.

Olive oil	1000 grammes
White wax	100 grammes
Spermaceti	100 grammes
Distilled water	1 liter
Ionone	10 grammes

BOROGLYCERIN COLD CREAM.

Boric acid, powder	2 drachms
Glycerin	3 fl. oz.
Water	4 fl. oz.
Wool-fat, hydrous	3 av. oz.
Paraffin wax	4 av. oz.
Paraffin oil	16 fl. oz.
Oil of rose	10 drops
Oil of bergamot	10 drops

Warm together the first three ingredients until solution is effected. Melt together the lanolin and petrolatum,, add the oil, incorporate the boroglycerin solution by rapid and constant stirring, then add the oils and mix again.

COLD CREAM LOTION.

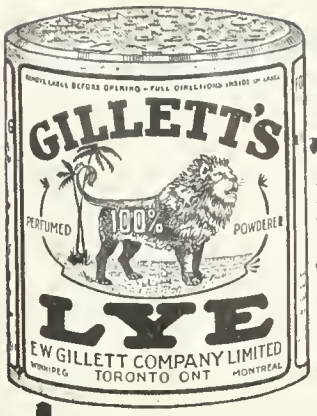
White castile soap	1 ounce
Benzoated lard	2 ounces
Glycerin	4 ounces
Rose water	16 ounces
Oil of bitter almond	1 dram

Dissolve the soap in half the rose water by the aid of a gentle heat, and gradually add it to the lard, previously melted, in a warm mortar, stirring constantly; then add the glycerin, mixed with the remainder of the water, and, when cold, the perfuming oil.

EMULSION OF FATS.

Liquid petrolatum	6 ounces
Olive oil	6 ounces
Suet	2 ounces
Condensed milk	4 ounces
Syrup of Canada snakeroot	4 ounces
Cinnamon water	6 ounces
Lime water, enough to make	40 ounces

Melt the suet and add the olive oil and liquid petrolatum. Transfer the mixture to a warm mortar and incorporate with it thoroughly the condensed milk, which has been diluted with four fluid ounces of the cinnamon water. Then add the lime water, the balance of the cinnamon water, and finally the syrup of Canada snakeroot.



GILLETT'S LYE
HAS MANY USES.

It makes soap. It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It's a fine disinfectant.

GILLETT'S CAUSTIC SODA.
GILLETT'S CREAM TARTAR.
(Chemically Pure)

Should be sold by every druggist in Canada.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

E.W. GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

PURE LICORICE

Lyman Brand

4s, 6s, 8s, 12s and 16s.
Packed in 5 lb. boxes.
Price, 33c lb.; 5 lbs., 31c lb.; 25 lbs., 29c lb.; 100 lbs., 27c lb.

LYMAN'S CREAM OLIVE OIL

Small bottles, -	$2.00 doz.
Medium bottles, -	3.00 doz.
Large bottles, -	5.50 doz.
Quart tins, - -	10.00 doz.
1 Gallon (imperial) tins,	3.00 gal.

Place Your Orders NOW For Season's Supply.

THE LYMAN BROS. & CO., Limited

WHOLESALE DRUGGISTS TORONTO, ONTARIO

The Consolidated Fruit Jar Co.

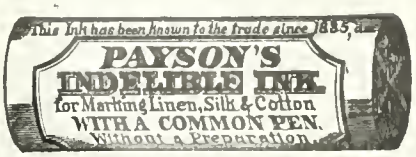
New Brunswick, N. J.

—MANUFACTURERS OF—

Sprinkler Tops,
Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Plain & Decorated Collapsible Tubes,
All kinds of cast metal goods.

"Bottle Caps of all Metals."

—— WRITE FOR PRICES ——


This Ink has been known to the trade since 1835
PAYSON'S
INDELIBLE INK
for Marking Linen, Silk & Cotton
WITH A COMMON PEN.
Without a Preparation

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

THE LONDON DIRECTORY

(Published Annually)

enables traders throughout the World to communicate direct with English

MANUFACTURERS and DEALERS

in each class of goods. Besides being a complete commercial guide to London and its suburbs the Directory contains lists of

EXPORT MERCHANTS

with the goods they ship, and the Colonial and Foreign Markets they supply;

STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate Sailings;

PROVINCIAL TRADE NOTICES

of leading Manufacturers, Merchants, etc., in the principal Provincial towns and industrial centres of the United Kingdom.

A copy of the current edition will be forwarded freight paid, on receipt of Postal Order for $5.

Dealers seeking Agencies can advertise their trade cards for $5 or larger advertisements from $15.

THE LONDON DIRECTORY CO., Ltd.

25, Abchurch Lane, London, E.C.

Trade Notes

ALBERTA.

V. Hessel has started a new drug business at Blackie.

MANITOBA.

W. McCullough has succeeded Brown & Hunter, Winnipeg.

L. E. Mylke has succeeded G. N. Giles, druggist at Birch Hills, Man.

W. McCullough has purchased the drug store of F. L. Brown at Leice Ave., Winnipeg, Man.

F. L. Brown, South Store, druggists and stationers at Winnipeg, have dissolved partnership, F. L. Brown continuing business.

NEW BRUNSWICK.

I. W. Kierstead, druggist at Mooneton, suffered loss from fire.

ONTARIO.

W. A. Sanderson, druggist at Richmond Hill, is dead.

The Bailey Drug Co. Limited, Port Arthur, are seeking compromise.

Clinton Read, druggist, is starting in business at Fort William.

W. H. Cummins has started a new drug business at Waterdown.

H. T. Franklin has succeeded Dr. Macdougall, Harriston.

E. R. Wood has purchased the business of McGachie, Hamilton.

E. A. Rea Drug Co., of Ottawa, has been incorporated.

T. T. Beattie has discontinued his branch drug store at Ottawa.

L. J. Farrell has opened a new drug store at Caledonia, Ont.

J. L. Belley has opened a new drug business at 588 Frank St., Ottawa.

C. R. Reed has taken over the Brown drug store at Fort William, Ont.

J. F. Keating has bought the Bloor St., Toronto, drug business from F. Terry.

E. G. Pine has succeeded to the St. Clair Ave. branch of A. C. Avery, Toronto.

B. Reid has opened a new drug business at 113 Simpson St., Fort William.

Geo. B. Dingman has purchased the business of Findlay Graham, of Durham.

G. B. Dingman has purchased the Central drug store at Durham, Ont.

Chas. Ready has purchased the drug business of Harold O. Wilson, Toronto, Ont.

D. Ward Sutherland has purchased the drug business of Robt. Meikelham, Galt, Ont.

Dr. Geo. B. Mills has purchased the business of Dr. Standish, Wallaceburg, Ont.

John Brown has closed his drug store, corner King St. and Spadina Ave., Toronto.

Miss I. M. Coughlin, graduate of the O.C.P., is starting a new pharmacy in Peterboro.

E. D. & R. D. Boyle, of London, have purchased the business of E. T. Stock, of Brampton.

C. E. J. Eynon has opened a new business at Ottawa. He was formerly with Mr. H. Watters.

H. L. Whiteman has purchased the drug business of F. H. Pountney, 1284 Yonge St., Toronto.

G. G. Littlewood has purchased the drug business of MacKenzie Brown, 282 Royce Ave., Toronto.

A. W. Reddin has purchased the drug business of Wilfrid W. Kerr, Niagara Falls, South, Ontario.

O.F. Upshall has taken a position as manager with D. E. Rutherford, 123 Front St., Toronto.

A. W. Reddin has purchased the business of W. F. Ker, Niagara Falls South.

Jas. Spring has purchased the drug business of F. F. Taylor, Spadina Ave. and St. Patrick St., Toronto.

G. L. Argnew, W. F. Minten and W. W. Howell are managers of branch stores of John M. Whiting, St. Clair Avenue West, Toronto.

S. T. Hopper has moved his drug store from corner of King and Portland Sts., to King and Dufferin Sts., Toronto, Ont.

W. H. Robson, formerly of Fenelon Falls, Ont., has purchased the drug business of H. A. Roland, Parliament and Gerard Sts., Toronto.

QUEBEC.

J. A. Hardy & Co., patent medicines, Montreal, have assigned.

Dr. J. A. R. Leonard, druggist, at Montreal, is dead.

La Compagnie Medicale, Dr. Ribot, has recently been registered at Montreal.

Hardy-Wyndham Co., drug sundries, at Montreal, have assigned.

SASKATCHEWAN.

W. M. Van Valkenburg has opened a drug store at Victoria Ave. and Albert St., Regina.

D. McEchren, Empress, Sask., has admitted H. C. Shepherd into partnership.

Druggists' Sundries, Limited, has been incorporated at Weyburn, Sask.

M. McDowell has sold his drug business at Wynyard, Sask., with the intention of joining a Canadian regiment and going to the front.

H. C. Wilson is about to open a new drug store at Speers, Sask.

S. Thompson, of Wapella, has purchased a drug store at Roeanville, Sask., and will conduct it as a branch store.

James Johnston has purchased the drug stock of the Alameda Pharmacy, Alameda, Sask.

The Martin, Bole & Wynne Co., Lt'd.

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WANTED TO BUY.

WANTED—To hear from owner of good drug store for sale. State cash price, description. D. H. Bush, Minneapolis, Minn.

ACETYL-SALICYLIC ACID WANTED.

Name your price and quantity, also brand. If acceptable I will advise promptly and you can ship to Windsor by C.O.D. express. 5 gr. tablets also required. In the market for other European chemicals; state what you have with brand and lowest cash price. A. C. Smith, Windsor, Ont. Established 1895.

Trade Notes—Ontario (continued).

L. J. Farrell is starting a new business at Caledonia, Ont.

A. B. Learn is now managing director of the Standard Drug Co., Richmond St., London, Ont.

Gillespie Drug Stores, Limited, Fort William, Ont., has been incorporated with a capital of $40,000.

The Carter Drug Co., of Toronto, has been incorporated with a capital stock of $40,000.

C. E. Nasmyth & Co., Stratford, Ont., has admitted Jas. Lowe to a partnership under the firm name of Nasmyth & Lowe.

M. S. Mirocknick has opened a new business at 50 Arthur St., Toronto. He is a graduate of 1914-15 class of the O. C. P.

C. T. Lee, of the 1914-15 class of the O. C. P., has taken a position as manager for Norman B. Lander, at 684 Queen St. west, Toronto.

Personals.

W. A. Sanderson, of Richmond Hill, died on Sept. 10th.

Howard Thompson, of Rodney, Ont., was a visitor in Toronto this month.

R. F. Willis, of Uxbridge, Ont., has been on a trip to the Panama Exposition at San Francisco.

E. L. Wing, of Berlin, Ont., graduate of last year's class of the O. C. P., is now manager of Lanspeary store, 33 Oulette Ave., Windsor.

J. S. Robertson, of Canora, Sask., has been on a trip to his home in Toronto.

A. Elliott, of Milestone, Sask., was elected alderman in a recent election to fill a vacancy in the Council.

Gordon Fulmer has resumed his position with R. E. Berry, of Vernon, B. C.

W. M. Huston, of Asheroft, B.C., has been on an extended visit to his home in Eastern Canada.

H. D. Pineo, who recently sold his share in the Fernwood Pharmacy to his partner, W. J. Barker, is now with the Woodward Department Store, Vancouver, B.C.

Mr. James Hargrave, of Winnipeg, is in the city for a few days.

Mr. Adam Turner, formerly in the drug business at Orangeville, Ontario, and who is now Town Treasurer of Saskatoon, Sask., is in Toronto in attendance at the Anglican Synod, being a delegate from the Diocese of Saskatchewan.

Prof. Hall Ehrlich, discoverer af "Salvarsen," died August 23rd, his death occurring suddenly in laboratory at Homburg, in the 61st year of his age. Prof. Ehrlich was the recipient of many honors, notably amongst them being a "Nobel" prize for research in 1908, and the "Cameron" prize at Edinburgh University in 1914.

J. C. Eno, proprietor of Eno's Fruit Salt, died at his home, Ulwich, London, Eng., May 11th, at the ripe old age of 87 years. Mr. Eno made one of the largest fortunes that has ever been made from the patent medicine business, and all with the one article.

Frank Evans, formerly managing director of the Bailey Drug Co., Ltd., Port Arthur, Ont., is now manager of the May Street store of W. H. Gillespie, Fort William, Ont.

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904
Grand Prize, International Exhibition, London, 1909

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The Lighter Vein.

He (describing his war experiences): Just then the enemy got our range.

She: You poor fellow! And you had to go without your dinner.

Bell—"Don't you think the girls of to-day have a higher sense of modesty than those of fifty years ago?"

Stell—"Certainly. Where fifty years ago it was considered immodest to show your ankles, now it is your knees."

The photographer was drying his plates in the warm sunlight.

"What are you doing there?" asked a friend.

"Oh," was the reply, "just airing my views."

"This tower," said the guide, to a party of Americans "doing" England, "goes back to William the Conqueror."

"Why, what's the matter with it?" asked one. "Isn't it satisfactory?"

"Don't you think women are naturally more courageous than men?" challenged the champion of her sex.

"Of course," said the horrid cynic. "No man would ever dare to get off a car the way the average woman does."

The late John Allen was noted for his ready wit and cutting sarcasm. One day while walking down the street he slipped on some ice and fell. The Methodist minister of the town happened to be near and helped the old man to his feet with the remark: "Sinners stand on slippery ground, don't they, John?"

"Yes," retorted Mr. Allen, "But I don't see how they do it."

He (puzzling over his wife's checkbook)—Why, my dear, I can't make head or tail out of these stubs. They foot up more than you ever had in the bank.

She—Oh, that's all right dear. I just used the stubs to keep tab on what the things were before they were marked down, so as to show how much I made; don't you see?"

Nervous Wife—Oh, Harry, dear, do order a mouse-trap to be sent home to-day.

Harry—But you bought one last week.

Nervous Wife—Yes, dear, but there's a mouse in that.—"*Pearson's Weekly.*"

Neighbor—Every time you feed your dog he brings the bones over and gnaws them on my premises. Isn't there some way to stop it?

Owner—Suppose you feed him hereafter, and then he will probably bring them over and gnaw them on my premises."

Bill—"He asked Liz to marry him before he had known her ten minutes!"

Nell—"Naturally! No man would who had known Liz twenty!"

The proprietor of an art exchange had bought some extremely fine reproductions and a picture called "The Coming Storm," and wanted to boom them. So he had one print framed artistically, and placed it in a prominent position in his window. But even then it did not seem to draw the eye sufficiently. To make it more distinctive, he affixed a card underneath with the inscription in large characters:—

"THE COMING STORM."
"Suitable for a Wedding Present."

The Scotch gardener was showing to a tourist the beauties of the loch and the little village. It was evening, and as he expatiated on the lovely scene and on the glories of his country, the moon rose over a hill.

The old man stopped in the middle of a speeeh, and gazed at the moon in admiration.

After a moment he turned to the tourist and said:

"There's a moon fur ye! I tell ye, mon, we're a grand nation!"

"Is he an eye doctor? Why I thought he was a chiropodist." "He used to be. He began at the foot and worked up, you see."

"You are a regular miser!" exclaimed Mrs. Snooper when her husband refused to give her twenty-five shillings she asked for.

"No, not a miser," replied Snooper, "merely an economiser."—*Tit-Bits.*

MADE IN CANADA

Caustic Soda 75-76-77%

Bleaching Powder 35-37%

WINDSOR BRAND

The Canadian Salt Co., Limited

WINDSOR - ONTARIO

THE NICHOLS CHEMICAL CO., Limited
(Selling Agents for Canada)

The Canadian Druggist

Vol. xxvii Toronto, October, 1915 No. 10

The Business Outlook

The outcome of the harvest of 1915 throughout Canada shows an unprecedented yield of wheat and other grain mainly consequent upon the greatly increased acreage under cultivation.

Throughout the whole of the Canadian West everything combines to make a bumper crop, and although in some localities the crops were injured, the yield has, on the whole been greatly in excess of any previous year.

In Ontario and other Eastern Provinces the weather conditions have militated somewhat against the farmer, but taking the Dominion as a whole, the result of the farming operations for 1915 will show a large surplus for export, and consequently an added influx of money.

When we add to this enormous outlay in Canada of the various Governments of the Allies, in purchasing war munitions and supplies generally we are assured of a larger circulation of money than has existed for a long time, and consequently trade and commerce in every department will be benefited.

The purchasing power of the public this year will be greatly enlarged, and although a large proportion of the private monies will be used for philanthropic and patriotic works, and rightly so, still there is every reason to look forward to great commercial prosperity.

This is no time for pessimism, simply because there is no reason for it, but the greatest optimism should prevail, and although we are engaged in a war, still a beneficent Providence has so provided that our revenue and spending power is fully equal to the demands made upon us.

HARVEST OF THE WESTERN PROVINCES.

The Government's estimate of the total production of wheat in the three Northwest Provinces (Manitoba, Saskatchewan and Alberta) is 275,772,200 bushels, as compared with 140,958,000 bushels last year. In Manitoba the total is 77,514,200 bushels, as compared with 38,605,000 bushels; in Saskatchewan, 155,233,000 bushels, against 73,494,000 bushels, and in Alberta, 43,025,000 bushels, against 28,859,000 bushels. Oats yield 301,051,000 bushels in the three Provinces, as compared with 150,843,000 bushels last year; barley, 33,303,000 bushels, against 19,535,000 bushels; rye, 657,000 bushels, against 514,800 bushels, and flaxseed, 12,118,000 bushels, against 7,083,000 bushels.

Revise Your Selling Prices

Realizing that the prices of a large proportion of drugs and chemicals have advanced in price, and that many of them will command still higher figures, it is an absolute necessity that retail druggists should revise their selling prices and make sure that they are not only not losing money, but that they are making a "living profit," and this not only in those articles which are not to be had at anything like former figures, but on all staple lines. And why not make this a time of general re-arrangement of selling prices, and see exactly what changes should be made.

Drugs have advanced, a war tax has been placed on many articles, and it is time for a careful survey of buying and selling conditions and for co-operation amongst retailers that would ensure to all a reasonable margin of profit. Now is the time to make a united move in the change of selling prices.

A Device for the Rapid Sale of Nipples.*

By George M. Beringer, Jr., P.D.

"Mister, will you please give me a nipple, right-away. I'm in a hurry. The baby's outside in the go-cart, and I'm afraid he'll fall out." You rush to the place where you keep your stock; hand out a nipple; are told "that is not the kind"; try another with equal success; then pull one from each box in stock, till you have a handful from which the customer can select. Before you have finished waiting on her another customer demands your attention, and, without time to reassort them, you dump the handful of nipples into the first convenient box. Maybe it wasn't you, but your clerk, who "messed up" the nipple stock. However, the next time you wanted to sell one you had to hunt all through that "junk pile" to find the particular kind demanded.

Here is a device that may help to prevent such occurrences. It will require from one-half to three quarters of an hour to make it, and you will need very few tools.

Take a smooth piece of wood of convenient length—about one-half inch thick and six inches or more wide. Sand-paper this perfectly smooth, and mark off points one and one-half inches apart each way to the same number as you have styles of nipples. Attach three-fourths inch, or any convenient size, wooden button moulds, which you can obtain at any store dealing in dress making goods, at each point, by means of small brass screws, and over each peg thus formed, a nipple is stretched. For larger nipples, like Hygeia, use the tops of turned wood boxes of convenient size, with a hole drilled through the middle. For smaller styles, like the Maw style, use large, round-headed brass screws. The nipples can be arranged on the stock shelves in the same order as on the display board described. If so desired, a small label can be put on the board in front of each nipple, giving the name of that particular style or its number, so that one can be picked from the proper box without disarranging the rest of the stock. The nipples should not be sold directly from the display board, but should be changed at frequent intervals, so as to keep them in good condition.

*Presented at the meeting of the New Jersey Pharmaceutical Association.

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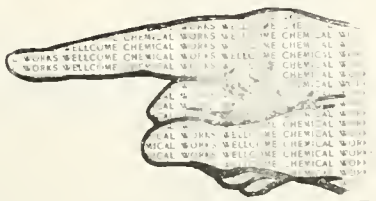

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War Tax.

Decisions of Department of Inland Revenue.

We give below the correspondence which has taken place between a committee of the retail druggists of Vancouver, B. C., and the Department of Inland Revenue at Ottawa, in reference to the war tax on articles handled by druggists. The correspondence speaks for itself, and will be found of value to all druggists throughout the Dominion.

Sept. 8, 1915.

Hon. Pierre E. Blondon, M. P.
Minister of Inland Revenue,
Ottawa, Canada.

Dear Sir,—Since the Dominion Government have seen fit to make the Retail Druggists of Canada collectors of the War Tax, and have placed upon their shoulders very largely the interpretation of this Act, it was decided at a meeting of the Retail Druggists in the City of Vancouver, held August 27th, 1915, that some steps be taken whereby the Retail Druggists and the Department of Inland Revenue should be brought together in a definite interpretation of the doubtful clauses in the Act. Towards this end we have appointed a committee to express to the Department through you the views of the druggists of Vancouver in this respect.

No doubt the same difficulties in the enforcement of the Act have arisen throughout other portions of Canada, and it is with the idea of procuring a uniform enforcement of the Act throughout the Dominion that this step has been taken.

Having been made collectors of this Act, we feel that the druggists should in no way shirk the responsibility placed with them, and at the same time feel that they are entitled to know exactly what is expected of them, and that the decision as to what should be taxed and what should not be taxed should not be left upon the shoulders of the individual. There is no doubt that the druggists as a whole are anxious in every way to collect the tax, but while one druggist views an article as taxable, another druggist decides that it is not taxable, and thus confusion arises which is liable to cause trouble not only with the Department but with the public in general. We have taken the matter up with the Collector of Inland Revenue here, but find that he is as much in the dark as ourselves on many of the doubtful points of the Act, and we are submitting these suggestions to the Department both through him and yourself. The following, we think, call for the more immediate attention of the Department.

1st. The stamping of Proprietary Medicines and other articles mentioned in the Act, when used for the filling of physicians' prescriptions. As the act reads now, all proprietary medicines used in the dispensing of prescriptions must bear the tax. This would necessitate our putting a stamp on every open bottle of proprietary medicine in our Dispensary. Many of these bottles, as you know, are not in daily use, and taking for instance Kasagra, if we must stamp the winchester of Kasagra as it comes into the Dispensary, and also stamp, say a 2-oz. bottle, when handed over the counter, the Government would receive a double tax on that preparation, and we feel confident that is not their intention. Then again the enforcement of the Act would be very hard should they decide to tax proprietaries used in the Dispensary, for there is nothing to prevent the druggist opening a bottle of Fellows' Syrup, pouring it into a plain bottle and dispensing therefrom, thus escaping the tax. After thoroughly discussing this point in the Act, it was decided to ask the Department to exempt from taxation all proprietaries and patents used in filling physicians' prescriptions.

2nd. Re Soaps—The recent ruling of the Act, we believe, is that Medicinal Soaps are taxable. If so, what are medicinal soaps? We understand the Department have ruled that Life Buoy Soap, for instance, is not taxable, although on the carton many claims are made as to its medicinal value. If Life Buoy Soap is not taxable, then we have no medicinal soap on our shelves that is taxable. Because of the great difficulty in deciding as to what soaps should bear the tax and what should not, we have decided to ask the Department to stand by their first ruling, that is, that all soaps are exempt.

3rd. The Sale of Medicated Confectionery in Bulk. The Inland Revenue Department here have ruled that if 5c. worth of Menthol and Eucalyptus, for example, is sold over the confectionery counter, a tax of 1c. must be affixed to the bag. This opens up a very large field, for under this heading would come all confectionery stores or grocery stores that handle in any way cough candies of any kind. This we do not think was the intention of the Department, and would like the ruling made that these goods be only taxable when of a proprietary nature and sold to the consumer in original packages.

We would also suggest that when a definite interpretation of the Act has been reached by the Department and by all the druggists of Canada, steps may be taken to notify each individual druggist in such a way that there is no doubt as to his being able to understand the real meaning of the Act.

Another point we think worthy of your consideration is that of asking the Department to make the collection of the War Tax from the public compulsory. This they have seen fit to do in the case of the banks, thus protecting the banks from a loss in connection with the war stamps, and we do not see why the banks are worthy of any more consideration than ourselves. It is not legal for a bank to place a war stamp on cheque or document and why not place the druggist in an exactly similar position, making it illegal for the druggist to assume the tax, thus compelling the consumer to pay it, and solving for all time the question as to who shall pay the War Tax?

Please bear in mind that the druggists of Vancouver

ONKEN IMPROVED AND RECONSTRUCTED YOUNITS

A TREASURE CHEST FULL OF SHOW WINDOW FIXTURES FOR DRUG STORES

Catalog on Request

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ONKEN Improved and Reconstructed YOUNITS are now made "No Screws Screwing into Wood."

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ORDER THROUGH YOUR JOBBER OR DIRECT—IMMEDIATE SHIPMENT

are conscientiously and patriotically endeavoring to collect the War Tax.

On behalf of the Retail Druggists of the City of Vancouver.

Committee:—A. E. Black, J. M. Fisher, Wm. Harrison, Daniel Hockin, Leslie Henderson, E. S. Knowlton, J. A. Tepoorten, Leslie G. Henderson, Secretary.

REPLY.

Ottawa, Sept. 22, 1915.

E. B. Parkinson, Esq.,
Collector of Inland Revenue.
Vancouver, B. C.

Special War Revenue Act, 1915.

Sir:—I acknowledge receipt of your communication of the 16th inst., with enclosure from Mr. L. G. Henderson, representing the Retail Druggists of Vancouver, in connection with the subject above mentioned.

In reply thereto I may say that (1) Proprietary medicines purchased by druggists in bulk or large packages for the purpose of being replaced in smaller packages without the addition of any drug or ingredient for sale to individuals, become liable to the stamp tax, at the time of sale by the druggist. Proprietary medicines purchased by druggists and used by them for compounding with other drugs or ingredients in accordance with physician's prescription must have the stamp affixed to the bottle or container before being opened by the druggist, as he is the consumer, the compounded article not being a proprietary medicine, and the sale of an unbroken bottle of a proprietary or patent medicine, whether with or without a prescription, requires that the package containing same must have War Tax stamps affixed thereto before sale to the consumer. If a proprietary medicine contained in a large package enters into a physician's prescription, the proprietary medicine may be supplied from a small bottle repacked from the large container and the necessary stamps placed on the smaller bottle. When unbroken the small bottle would then be available either for sale or for use in filling prescriptions.

(2) Soaps: In regard to soaps, I may say that all bona fide toilet soaps, whether in solid, liquid or powdery form, are exempt from War Tax. As respects medicated soaps, it may be stated that unless the article is recommended to the public by the maker or vendor as a remedy or specific for a disease or affection of the human or animal body, it is not a proprietary or patent medicine within the meaning of the Act. Whether any alleged medicated soap comes within this definition, depends upon the advertising and other literature put forth for the purpose of sale.

In cases in which a ruling is desired, a sample of the article with the accompanying printed literature should be forwarded to the Department.

RECENT DECISIONS.

I am enclosing a copy of the decisions recently compiled in regard to the articles NOT subject to a tax, which will assist to a clear understanding of the requirements. There are, however, so many points upon which doubt may arise in connection with this subject, that the Department has not considered it advisable to issue a circular until such time as further progress has been made in more comprehensively covering the ground, but in any case or cases of doubt, it is simply required that the interested party should request a ruling which will be cheerfully and immediately furnished, and I may take this opportunity of saying that there is every evidence on the part of the druggists throughout the Dominion of a patriotic endeavor to comply with the requirements of the Act.

COLLECTING THE TAX.

As respects collection of the tax, the provisions of the Act do not authorize the Department to decide as to whether it shall be paid by the purchaser or seller; such being the case the only position which can be taken is, that if the selling price is not satisfactory to the purchaser he may refuse the goods, and if the druggist does not feel justified in bearing the expense it will result in no sale being made. In general practice, however, there is very little evidence of refusal of the purchaser to pay the tax.

I remain, Sir, your obedient servant,
(Sgd.) G. W. TAYLOR,
Asst. Deputy Minister and Secretary.

ARTICLES NOT SUBJECT TO WAR TAX.

Unfermented Juice of the Grape, Ordinary Lime Juice and Lime Juice Cordial.

Infants' Foods, such as Horlick's Malted Milk, Nestles' Food, Lactated Food and Imperial Granum.

Vaseline (not preparations thereof).

Belladonna Plaster B.P., ordinary Court Plaster and Adhesive Plaster.

Ordinary Cough Drops concerning which no claim is made by the makers as a remedy or specific for any disease or affection.

All bona fide Toilet Soaps, whether in liquid, solid or powder form.

Physicians' prescriptions with the exception hereinafter noted.

Seidlitz Powders, Aromatic and Tasteless Castor Oil, when sold simply as such and without a proprietary name attached.

Fruit Syrups.

Linseed, Liquorice and Chlorodyne Lozenges, when not covered by letters patent, nor by accompanying literature, making any claim for exclusive right of manufacture by the producers or indicating that it is a remedy or a specific for any disease.

Louse Killers, Powder or Liquid.

Liquid Peptonoids, which are prepared merely from Beef, Milk and Wheat, and recommended on dietary grounds.

Lithia Tablets, when not associated with the name of any particular maker.

As respects doctors' prescriptions, when composed in whole, or part, of a proprietary or patent medicine, I may say that, if the prescription is made up entirely from an unbroken package of patent or proprietary me-

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904

Grand Prize, International Exhibition, London, 1909

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STRATFORD,

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EXCELLENCE "Sterling" BRAND RELIABILITY

PHARMACEUTICAL SECOND TO NONE **Chemicals** INDUSTRIAL

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Everything that a Druggist Requires

Graduated Measures of Every Description. Syringes and every class of Blown Glassware. Menthols, Feeding Bottles, Corn and Bunion Plasters, Clinicals, Bandages. Packed goods of all kinds stocked.

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Rembrandt Works

LONDON, - - ENGLAND

A Satisfied Customer is the Druggist's Best Advertisement

The Marvel Whirling Spray Syringe

Gold Medal Awarded---Paris, 1902
By the Societe d'Hygiene of France

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully protected by patents

You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

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Sole Proprietors
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dicine, War Tax Stamps must be affixed before the sale thereof. If, however, a proprietary medicine enters into the prescription, the package containing the proprietary medicine must be stamped before being used.

Prescriptions such as Nyal's Hyd. Peroxide and Johnson's Belladonna Plasters which are recommended to the public as remedies or specifics are subject to the tax, as are also preparations such as Antikamania Tablets.

Some Pharmaceutical Notes.

By William R. White, Ph. C.

Oleate of Mercury, U. S. P.—This when kept in glass ointment jars for a month or more, will discolor on the top. By covering the surface of the oleate with distilled water and adding hot paraffine until a thin layer is formed when cold, the oleate can be kept for a long time without change.

Spirit Etheris Nitrosi.—Practically all of the spirit of Nitre dispensed by pharmacists is made by diluting one pound of the concentrated spirit with twenty-one pounds of cooled alcohol. This concentrated spirit is very volatile and boils at about 63 degrees F., and unless manipulated very carefully some of it will be lost by evaporation. This loss can easily be avoided by cooling both alcohol and concentrated spirit, inserting a champagne tap in the cork of the nitre bottle, attaching a glass tube to it by means of a small piece of rubber tubing, and after inserting the glass tube in the alcohol, opening the cock of the champagne tap and inverting the nitre bottle. If a hole is made in the stopper of the alcohol bottle and the glass tube snugly fitted into it there will be no loss. The writer believes that faulty manipulation is the cause of so many samples of Spirit of Nitre being reported below standard by inspectors.

Fowler's Solution.—This preparation is made by boiling arsenic trioxide and potassium bicarbonate in a concentrated aqueous solution until the arsenic is dissolved, adding the remainder of the water and the color.

The U. S. P. says that when pot. bicarb. is heated to this temperature it is converted into the carbonate which is more alkaline than the bicarbonate and consequently it dissolves the arsenic more readily. This being true, why not use the carbonate in the proper amount instead of the bicarbonate?

In making syrup without heat, if the water is added to the sugar, lumps form which are hard to break up; if the sugar is added to the water with continuous stirring, after a part of the sugar has been added, the solution becomes somewhat viscid and the last of the sugar does not dissolve readily. It requires a good deal of stirring to dissolve it, but it has been observed that if all the sugar (free from lumps) is poured into the water without stirring, the greater part will be dissolved and no lumps will be found either on the top or bottom, and that the excess on the bottom can be easily dissolved by stirring a short time. Much time and labor is saved by this method, where large quantities are made.

In very hot weather, such as is often experienced in the South, it is impossible to dispense Zinc Oxide Ointment and Belladonna Ointment when made according to the U. S. P. formulæ in a solid state. The U. S. P. should permit the addition of from 5 to ten per cent of white wax in the summer time.

A sample of citric acid was purchased which formed a yellow solution when dissolved. Analysis showed a large amount of iron present.

Below are given the incompatible prescriptions with criticisms:

℞ Strontium Bromide ..... 4 drs.
Mixt. Rhubarb and Soda, q.s. ad ..... 3 ozs.
Misc.

When the strontium bromide was added a strong effervescence occurred and carbon dioxide was given off freely. This was caused by a reaction between the strontium bromide and the sodium bicarbonate in the Mixture of Rhubarb and Soda which formed sodium bromide, carbon dioxide and water and precipitating strontium carbonate.

The gas was allowed to escape before bottling, and a shake label attached.

℞ Tr. Ferri Mur. ..... 1 oz.
Dil. Phosphoric Acid ..... 1½ ozs.
Syr. Hyphosphites (Churchills) q.s. ..... 1 pt.

However mixed, there was produced a heavy gelatinous white precipitate of Ferric Hypophosphite with perhaps some calcium phosphate. By using the Tinct. Citro-Chloride of Iron a precipitate is avoided and a yellowish transparent solution is produced.

When sifting tartaric acid or beta-naphthol, great annoyance is often experienced by the powders irritating the skin. By applying talcum powder freely to the face and hands the trouble may be avoided.

Tinct. iodine applied to a silver nitrate stain on the skin, followed by an application of ammonia water, will change the stain from black to white and it will be removed.

Peroxide of hydrogen, applied to a stain of ferrous iodide on the skin, will liberate the iodine, making a red stain, a mixture of dilute acetic acid and sodium hyposulphite will instantly remove this.—Practical Druggist.

SAPONACEOUS TOOTH WASH.

Po Castile Soap	1 oz.
Glycerine	2 ozs.
Alcohol	10 ozs.
Distilled Water	6 ozs.
Oil Peppermint	1 dr.
Oil Orange	1 dr.
Oil Peppermint	1 dr.
Oil Eucalyptus	1 dr.

Rub up the soap with the glycerine. Dissolve the oils in the alcohol and mix with the soap and glycerine. Add the water and color with carmine if desired.

Mrs. Bowen—You are not yourself at all to-night, Clarence; what are you worrying about?

Mr. Bowen—May wheat.

Mrs. Bowen (icily)—Really, I don't believe I've had the pleasure of meeting the lady! —*Puck.*

NOTICE!

Genuine MADE IN CANADA Goods

Soap Boxes, Eye Shields (single and double) Soap Trays, Napkin Rings, Combs (Dressing, Fine and Mane), Tooth Brush Covers, Teething Rings, Childrens' Ball and Fancy Rattles, Tooth Brush Racks, etc., etc.

also Kut Kure, Liquid Court Plaster

Our goods are equal to any, and prices reasonable. We will appreciate any enquiry concerning any of our lines.

The Arlington Co. of Canada, Ltd.
58 Fraser Ave. Toronto, Ont.

When a Druggist Sees a Tin of

Glaxo

"THE FOOD THAT BUILDS BONNIE BABIES"

He Thinks of Protected Prices and "A Square Deal"

Retail Prices: 40c, 80c and $2.00 per Tin

To back up a selling plan, which has as its object the protection of a legitimate profit for every retail druggist in Canada, Glaxo has the high quality necessary to gain and maintain the recognition of the public.

"The Food that **Builds Bonnie Babies**" will make friends of your customers.

"Each Satisfied Customer Is an Added Stone in the Building of the Wall of Success."

Order Glaxo from your regular wholesale supply house

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"MADE IN CANADA"

DRUGS
W.C. YOUNG
PRESCRIPTION DRUGGIST

MR. DRUGGIST:

Burn your name and location permanently in the memory of the passing public by the use of a

FLEXLUME DAY AND NIGHT ELECTRIC SIGN

There is an individuality about a Flexlume Drug Sign, the mortar and pestle being moulded especially for the use of Druggists.

These signs are durable and attractive.

Write to-day for Bulletins and special discounts to Druggists.

FEDERAL SIGN SYSTEM (Electric)

SOLE AGENTS FOR
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Now, take Sunburn-

or any other kind of a burn; dermatitis, poison Ivy, insect bites, etc.—

Physicians say there's nothing so comforting; so convenient; so quick-healing and safe, as

Antiphlogistine
TRADE MARK

Spread on **Thick** and — COLD; better **cold** in burns. Takes out the "heat" releives pain; saves the skin. Antiphlogistine goes on easy—comes off clean.

"There's only ONE Antiphlogistine"

THE DENVER CHEMICAL MFG. CO.

107 LAGAUCHETIERRE ST., MONTREAL

Homeopathic Pharmacy.

In order that pharmacists may be able to prepare and dispense homeopathic remedies when called upon to do so, as is of frequent occurrence, this brief statement of the fundamental principles of homeopathic pharmacy is made. Whatever may be the druggist's opinion of homeopathic remedies and methods, the one who accepts prescriptions from homeopathic physicians or orders for homeopathic remedies from the laity, owes it to his brother profession to prepare them in accordance with the ideas of homeopathy and the wishes of the homeopathic medical practitioner.

The medical substances used in homeopathic practice are, practically, the same as those used by other practitioners of medicine, and the useful solvents are employed in preparing the medicines. The manner of preparation and the theory of medication constitute the difference between homeopathy and other forms of practice, both in the manner of preparation of the remedies and their application and dosage.

CAN BE MADE BY PHARMACISTS.

The tinctures of homeopathic pharmacy are mostly supplied by homeopathic manufacturing houses, but, as they are not secret preparations, there is no reason why they should not be made by pharmacists the same as other tinctures. Seldom are mixtures employed in homeopathic pharmacy; two remedies, however, are sometimes given alternately. Remedies are also given in very small doses, since they are supposed to act upon a principle that is directly opposite to the one adopted in so-called "allopathic" practice. For this reason it appears that synergism has been given no consideration. Most of the principles of homeopathic pharmacy and practice were set forth by Dr. Samuel Hahnemann, the founder of homeopathy, about 1775, and but few changes have been made since that time.

With a few exceptions, as cinchona, nux vomica, and rhubarb, the drugs are used for the manufacture of preparations while they are still fresh and undried, and animals and insects are captured and preserved alive until the moment of use. The nomenclature of the homeopathic pharmacopoeia differs from that used in the United States Pharmacopoeia, being adapted largely from the German. Thus, cinchona is called "china"; worm-seed, "cina"; quinine, "chininum"; calomel, "mercurius dulcis," and so on. Abbreviations are very common in homeopathic prescriptions, the nomenclature allowing this without ambiguity.

The homeopathic pharmacopoeia lays great stress upon the purity and strength of all drugs and preparations, even the diluents. Only distilled water is used and that is required to be obtained from tin-lined stills and condensers which are used for no other liquids. Alcohol is required to be re-distilled and to be kept in glass containers. Sugar of milk is directed to be purified by recrystallization or by precipitating with alcohol.

HOMEOPATHIC PREPARATIONS.

The standard of homeopathic preparations in this country is the National American Homeopathic Pharmacopoeia. The preparations are of three classes: (1) tinctures, commonly called mother tinctures; (2) liquid attenuations, or dilutions, made from these, and sometimes called potencies; (3) powders, usually in the form of triturations.

Infusions and decoctions, which are rarely used, are made in the usual way; cold infusions are made by percolation, and hot infusions by maceration. All are filtered after being strained, and are made of a uniform, 10-per cent. strength.

MAKING A MOTHER TINCTURE.

The mother tinctures are all of a uniform 10-per cent. strength, based on the *dry* drug, but made from the *fresh* drug, except in a few instances. Great care is to be exercised that the alcoholic strength is the same in all cases, for the same drug. The amount of moisture in the fresh drug must be estimated in each lot and allowance made for it.

In making tincture of aconite, for instance, 50-per cent. alcohol is employed as a menstruum to exhaust fresh aconite containing 70 per cent. of moisture; the amount of drug used is four troy ounces. Drugs are never milled, or ground to powder, but are prepared for percolation by bruising them to a pulp in a wedgewood mortar. The 4 troy ounces of aconite are mixed with 3 fluid ounces of 90 per cent. alcohol in a glass percolator; the moisture in the drugs reduces the alcohol in the menstruum to 50 per cent. alcohol ($4 \times .70 = 2.80$, the amount of water in ounces in the drug; therefore one employs 2.8 ounces of 100 per cent. alcohol, or 3 ounces of 90 per cent. alcohol to make a 50 per cent. alcoholic menstruum). The percolation is continued with a 50 per cent. alcoholic menstruum until 12 fluid ounces of percolate are obtained; the amount of dry drug being 1.2 ounces (30 per cent. of 4 ounces).

A mother tincture may also be prepared by mixing the juice of the plant with alcohol in such proportions that the 10 per cent. (dry drug) standard may be maintained; also by macerating the contused drug with alcohol.

THE DILUTIONS OF POTENTIATION.

The dilutions are of two grades, the decimal and centesimal. The decimal dilution is denoted by the number of the dilution followed by the character X, and usually only the odd numbers are employed. It is made by placing 10 minims of the mother tincture in a bottle and adding to it 90 minims of alcohol of the same strength as the menstruum in the tincture. This is to be shaken with several jerks of the arm, and constitutes the second decimal dilution, or 2X. The third dilution is made in a similar manner, using 10 minims of the second dilution and 90 minims of alcohol of the same strength as the

Y & S STICK LICORICE

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IN
INDIVIDUAL
5 cent BOXES

For Sale by the
Jobbing Trade
Throughout the
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Lozenges, Pellets
Wafers,
Mass Licorice,
Powdered Extract
EVERYTHING
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FOR THE DRUG TRADE

Made in Canada

NATIONAL LICORICE COMPANY
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Better Service for Western Druggists

To care for your needs promptly, to save you time and a frazzled patience, we have opened an office and warehouse at

120 Lombard St., Winnipeg

where your inquiry will receive instant attention.

The Patterson Candy Company, Ltd.
TORONTO

menstruum in the tincture, and this is designated as 3X. The fourth decimal dilution (4X) is made in a similar manner from the 3X, but for this and all following decimal dilutions strong alcohol is used.

The first centesimal dilution is made by shaking 10 minims of mother tincture with 90 minims of menstruum, and is designated by the simple numeral 1. It will be noted that the first centesimal dilution, 1, corresponds in strength to the second decimal dilution, 2X, and that the number of the centismal dilution is always half that of the corresponding decimal dilution: 1=2X; 2 = 4X; 3 = 6X; 4 = 8X; and so on.

The second centesimal dilution is made by using 1 minim of the first, and 99 minims of alcohol; the third centesimal dilution is made by using 1 minim of the second, and 99 minims of alcohol, and so on.

Any number of dilutions can be made from either grade, but usually the third decimal (3X), or the sixth or thirtieth (6 or 30) centesimal is called for. In the case of solutions of chemicals in water, alcohol, glycerin, ether or syrup, the same system of dilution is used. These solutions are required to be clear and bright in all cases, as in the case of the tinctures, and in case of changes of character, on keeping, are to be rejected.

The bottles in which any tinctures, solutions or dilutions are kept, should be thoroughly cleansed, then rinsed with distilled water, and never used for any other variety. The diluting should be done in diffused, not in direct sunlight.

HOMEOPATHIC TRITURATIONS.

Homeopathic triturations are mixtures of medicinal substances with sugar of milk. The medicinal substance is in most cases a chemical or insoluble body, but occasionally triturations are made by absorbing tinctures or dilutions in the sugar of milk. The object of trituration is not only to diffuse and dilute the medicinal substances, but also, by prolonged trituration, to subdivide it into the finest possible powder. Consequently a simple mixing will not suffice, but the two must be triturated together.

Sugar of milk is selected as the diluent because it is devoid of medicinal action, and because its crystals are very hard and of use in assisting to grind the drug to a very fine powder. Only wedgewood or porcelain mortars may be used, and spatulas either of bone, horn, or glass, but not of steel. These triturations correspond in strength to the dilutions, being either decimal or centesimal.

THE FIRST DECIMAL TRITURATION.

The first decimal trituration is made from one part of the drug, and nine parts of sugar of milk, as follows: The drug is placed in a clean wedgewood or unglazed porcelain mortar, and an equal weight of sugar of milk is added. These are first mixed by stirring with a glass spatula for a few moments, then triturated with force for six minutes; after which the powder is scraped from the sides to the center of the mortar, and from the pestle, for four minutes, and again mixed with the spatula, and then the six-minute trituration and four-minute scraping are repeated.

Then three parts more of the sugar of milk are added and triturated in the same manner for twenty minutes, and finally the remaining five parts of sugar and milk are added and triturated twenty minutes. An hour is thus occupied in making the first decimal trituration; for each succeeding trituration only one-half hour is required, the sugar of milk being added in three portions as at first, each portion being triturated for ten minutes.

The second decimal trituration, 2X, is made by taking 10 parts of the first and 90 parts of sugar of milk; the third by taking 10 parts of the second and 90 parts sugar of milk; and so on.—*N. A. R. D. Journal.*

Autumn Ailments.

The Autumn months constitute the season during which the average practising physician is called upon to treat the following conditions: 1. Typhoid Fever, which is, more often than not, contracted at some unhygienic Summer resort. The patient may return home during the first week or so, with headache, malaise, etc., or the premonitory or primary symptoms may appear after reaching home. 2. Malarial Infection, in certain sections, which is more than usually rife in the Spring and Fall seasons. 3. The after results of the gastro-intestinal disorders of infants and young children, due to improper feeding, etc., during the heated term. In almost every instance, when the acute symptoms have subsided, a condition of anemia and general devitalization is the final result that constitutes the essential indication for treatment. In convalescence from all forms of illness resulting in general debility, Pepto-Mangan (Gude) is the one ideal tonic and reconstructive. It not only revitalizes the blood, but also tones up every physiological function. It stimulates the appetite, improves the absorbtive capacity, increases energy and ambition and restores the blood to its normal condition. It is, thus, a general tonic and reconstituent of marked and certain value.

Saskatchewan Liquor Laws.

PART THREE OF LIQUOR SALES ACT COMES INTO FORCE.

A proclamation of the Lieutenant-Governor is published in the September issue of the Saskatchewan Gazette, bringing into force part 3 of the Sales of Liquor Act on the 15th of this month. This part of the Act controls the use and sale of alcohol, which is classed as a liquor in the interpretations of the Act, and other liquors by physicians and druggists, in the practice of their professions, whether sold for medicinal purposes or used in mixtures and compounds.

Concurrently with the proclamation regulations were passed by order-in-Council, to become law September 15, specifying the kinds and quantities of liquor that may be purchased, kept on hand and sold by physicians and druggists on prescription of a duly qualified or veterinary surgeon or used in mixing, compounding and manufacturing.

COLUMBIA
LITTLE CIGARS

have proved their high quality and money-making possibilities to hundreds of druggists, all over Canada.

Stock these steady sellers.

Handled by all Wholesalers

SANITARY CORN CURE BOTTLE

All Glass

Suitable for dispensing prescriptions or for proprietary preparation.

T. C. WHEATON CO.

EXPERT BOTTLE BLOWERS ***MILLVILLE, N.J.***

TEPECO TOOTH PASTE

Corrects "Acid Mouth"
Prevents Decay

Large Tubes. Made in Canada by

THE TORONTO PHARMACAL CO., Limited

TORONTO **MONTREAL** **WINNIPEG**

Business Building and Salesmanship.

By Geo. W. Allen, Advertising Manager Consumers' Gas Co., Toronto.

(This is the first of a series of talks by Mr. Allen which will appear in this Journal).

In this lesson we take up the study of the fundamental principles underlying business success.

To begin with, we might say that every person is in business of some kind. Everybody has something to sell—the lawyer, the doctor, the professor, the bookkeeper, the merchant, the salesman, the mechanic, the employee—all have something to dispose of. The lawyer sells his knowledge of law; the doctor sells his skill as a physician; the bookkeeper sells his methods of accounting; the merchant sells his wares; the salesman also sells goods, and the employer sells his services as an employer.

How to dispose of one's talents, wares, goods or services to best advantage is what we will study in our lessons on Business Salesmanship. Whatever may have been our success, the fact remains that it is possible for you to have greater success. There is no room for discouragement on the part of anyone, and I wish that every student would take up the lessons with a feeling of perfect confidence in his ability to master and apply the principles.

Lovell has said, "There are infinite powers lying dormant in man, here, now—powers which, could he but catch a glimpse of, would endow his life on this planet with greater splendor, and impart to it a redoubled interest."

The man who regards himself as a creature built on a certain mental plan, and incapable of any material change beyond an improvement of the faculties already being expressed, sees but a small portion of the truth regarding himself and his possibilities.

Very few men express or manifest more than a small part of their latent power. They live long lives, perhaps, and go down to their graves without suspecting that within their mental kingdom there had reposed dormant faculties, and latent powers which, if expressed, would have enabled them to have lived far wider, broader, fuller lives.

Nearly every man who has attained success along any of the varied lines of human endeavor will tell you that at some period of his life he was called upon to assume certain responsibilities—undertake some unaccustomed task— play some unfamiliar part in life's stage—and then much to his surprise found that he had within him the *power, capability*, and qualifications for a successful accomplishment of the strange task.

The man who succeeds is the man who takes a determined stand and says, "I can and I will," and goes about the work of doing it.

The man who thinks he has gotten as far as he can go is in a fair way of becoming a failure. Successful men get to realize that they have within them hidden in some of the many recesses of the mind, latent powers, unsuspected talents, and dormant faculties which are only awaiting calmly the hour of their call to action.

In our lessons, as we go along, we will find out many and varied truths about the wonderful thing called the "mind" of man. Science is just beginning to learn some of these heretofore unsuspected truths about the mind, and the result is dazzling the observer whose eyes are suddenly seeing the brilliant truths. There seems to be within every man possibilities of which he has never even dreamed.

BUSINESS SUCCESS.

Sheldon says "There is much knowledge in the world about the development of power and the doing of things which make permanent and profitable patrons.

From this we learn that successful business depends not on patrons only, but on permanent and profitable patrons. A business to be permanently successful must manage its affairs in such a way as to gain the favor and patronage of the people.

In the world we find four classes of men:

1st. The Indifferent Man.

2nd. The Student.

3rd. The Artist, or adept.

4th. The Masterman.

In the indifferent man we see a person who is indifferent to the success problem. Such a man usually is pessimistic, doubtful, careless about the future, often is heard to say: "What's the use?" Such a man is usually indifferent to the question of self-development, and therefore is to be found among those who fail to reach life's chiefest goal—contentment and happiness.

The student is one who has taken hold of the fact that knowledge when applied equals power. Such a man finds his pleasure in the searching for truth and usually is a student of men, books, objects and surroundings.

The student as he gains in knowledge and applies what he has gained, becomes the artist, or adept, at the the doing of particular things. When this becomes a habit and things are done on right lines he becomes a master.

We find thousands and thousands of indifferent men in the world, men who seldom make good in the broad sense of the term. Thousands of students, hundreds of adepts, and relatively few masters.

There is great hope for those men who make a determined stand to get out of the indifferent class.

These lessons, as we get into them more, will show how this can be done, but before we enter the deeper things in our studies, we will take up a few questions on successful business administration.

Every business or organization is made up of units, or individuals, and just how these units or individuals act in their relations to the general or buying public largely determines what the success of that business or organization will be.

This brings us to the real heart of what constitutes successful business, and, that is SERVICE.

A person who renders efficient service, and one who sincerely endeavors to be of some use in the world cannot help but be a success. "He Profits Most Who Serves

SERVE

HORLICK'S MALTED MILK

PLAIN OR WITH EGG
AT THE FOUNTAIN

The results are
SATISFIED CUSTOMERS
Increased Trade

Attractive Signs. Window Strips.
Forwarded all charges prepaid.

Horlick's Malted Milk Co.
Montreal, Que. Racine, Wis.

You Cannot Lose a Cent

This old, strong company, which never quibbles nor side-steps, puts the most positive kind of a guaranty

ON PINEX

"Complete satisfaction or money back" goes with every package and we stand behind you for the full retail price. No lost profits. Pinex sales increase steadily year by year. It's as staple as cotton, wheat or sugar.

The Pinex Company
TORONTO, - - ONTARIO.

New York Pharmacal Association's
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Best'' was the motto of one of the world's greatest merchants of his time. I refer to Marshall Field. Although he has now passed away, nevertheless his business which was built up on the solid foundation of good service rendered, still stands, and is likely to stand, if the present organization continues to build on the same basis. Confidence is the basis of all trade and service rendered on lines of natural order cannot help but win the confidence of the people. This is essential to success in business. It is a true saying which says that a man who works only for what he is paid never gets any more than he is paid.

In all rules and law governing nature we find that like begets like. We cannot find in all the realm or nature where *more* is gotten out of little. So then, to efficiently serve we must sufficiently give. Each one of us would receive more in return if more is given.

Little Things That Get and Hold Customers.

It is the little things that count. A polite answer or a mere ''thank you'' sometimes makes a regular customer for you. In the following article, which is reprinted from the *Northwest Druggist*, this subject is treated at some length.

With large business establishments vying in service to get and hold trade, the public is being educated to expect refinements that in bygone years were unthought of.

Footmen to open and close auto doors, umbrella checking systems, rest rooms and free concerts are so common that they are no longer regarded as luxuries but rather as things to be expected. Even the tiny corner grocer is obliged to maintain a telephone delivery service or lose his trade to the competitor that does. So it behooves every druggist to compare his business to that of the druggist across the way and determine just why the customers who buy of his competitor are doing so.

The question naturally arises: Is my competitor giving more value for a dollar than I? This, however, in these days of standardized products and prices is possible only on a small scale. So the next logical conclusion is that the difference is in *service*. In nine cases out of ten this is where the trouble lies.

A case in point: In a certain community there is a drug store and a cigar store side by side. The tobacco trade of the drug store almost equals that of the cigar store, and the ''why'' of this is *service*. The drug store, with every purchase, large or small, gives away a paper of matches. Often, too, if a stranger stops at the cigar counter for a light, he is given a paper of matches whether he purchases or not. This results in good will, appreciation, and sales by which means the drug store has built up a tobacco trade so large that it greatly overbalances the small cost of the matches. The good-will is frequently turned into dollars and cents at other counters, too, because, with the men of the neighborhood this is the favorite drug store.

It hasn't been so many years since it was common practice for druggists to wrap packages in pink, yellow or blue paper, bearing an ad for a blood remedy or some other patent medicine. But to-day in the majority of cases this so-called form of economy has also been swept before the advance of service, so that now, the live up-to-date pharmacist who is doing the largest business in his community uses plain paper or wrappers bearing, if anything, only a neat ad for his own establishment.

And so it goes, throughout the store, clear down to the prescription department. Here lie the vitals of the drug store, because it is this part of the organization that largely determines the standing of the store in the community. If it is up-to-the-minute, it will not only impress the people, but the doctors too, who wield great influence everywhere. So it's absolutely necessary that every product which comes from this department should have the earmarks of ability behind the desk.

Among other things a cork is *not* the least important part of the prescription. It has *much* to do with the prescription's external appearance and until the contents are used it stands a symbol, in a certain degree, of your prescription service.

Corkwood being full of flaws, inferior corks will not stand the strain of repeated removal and replacement and the minute a cork breaks, unfavorable attention is directed to that part of your service. If you don't believe this take your own case as an illustration. Remember how provoked you were when you broke the last collar button you had? Well, that's a fair sample of the way a customer feels towards your store when he breaks a cork.

Right in line with this, there recently came to us a small folder, gotten out by the Armstrong Cork Company of Pittsburg, Pa., manufacturers of the famous Circle A and Circle B prescription corks, from which the following extract was taken:

A SMALL THING CAN INJURE YOU.

''Have you ever thought what an important part corks play in your success as a druggist? It is these little things that people notice when they look for evidence to inspire them with confidence in the things they must take your word for. Not only is a poor cork liable to provoke them when it breaks, but it will be taken as evidence that the prescription was carelessly prepared.

''As an up-to-date druggist you spend a great deal of time and energy in an effort to keep your stock fresh, clean and in good condition. In your laboratory you take care to see that the ingredients of a prescription are measured accurately. Can you afford to let a poor or soiled cork give your customers a contrary impression?''

After all, the success of any business depends on its customers—so it's a case of get them. To do this it is necessary to make your store and service such that they will prefer both to your competitors. This does not necessarily mean rest rooms and footmen, but it does mean keeping one step ahead of him; and keeping one step ahead means attention to the smaller details—whether they be neatly wrapped packages, more punctual delivery, free matches or corks.

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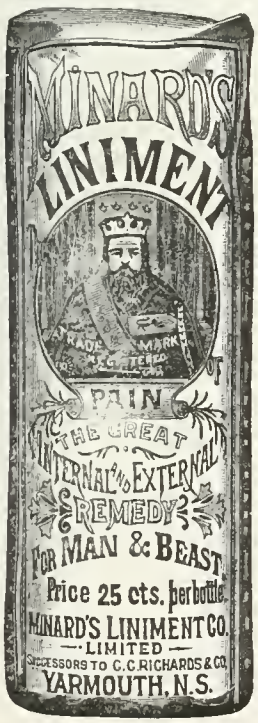

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CHLOR. AMMON., kegs and casks

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Season for Hot Sodas.

Inasmuch as the soda fountain has become, and is further becoming to be, a recognized institution in the drug store so situated as to make it profitable, the present is the time for considering the policy for the coming winter.

Shall the fountain, having been established, be permitted to lie idle during an important part of the year, tying up capital, taking up room in the store, standing in the way generally, as it will do if it is not put to use?

Shall it be removed at considerable cost to be restored when the so-called "season" opens again?

To both questions, the experience of a large number of druggists gives an emphatic "no" for the answer. We have taken other occasions for presenting why the fountain and the drug store were natural born allies; we shall not repeat these here and now. But we do wish to call attention to the fact that the fountain having been established ought to be made to pay dividends all the time—not just a part of the year.

The reasons are at least two-fold:

First, there is the direct profit. Mainly "hot soda," meaning the products of the fountain counter in the cold weather season of the year, costs less than the cold drinks. Besides which, a good many standard cold drinks are sold even in the winter season.

Second, there is the indirect benefit that comes from not breaking the chain. A trade has been established. Experience has shown that it pays to keep the steady customers in line. It is worth something to have it known that there is a fountain in the drug store all the time.

Incidentally, the cost of taking down and putting up are obviated, and there are other advantages.

It is, therefore, almost time to consider the fountain policy for the "hot soda" season that will be upon us before we realize it. It is probable that the druggist who has given the fountain the attention it deserves if it is to be conducted at all, has dispensed such beverages as hot chocolate, the standard of them all, and coffee, without which no luncheonette feature, however modest, would be complete. If that is true he will have already at his hand one or more urns for the purpose of the coming season. He will have little to add to his equipment.

There remains, therefore, only the necessity of increasing his equipment slightly, if he is not already prepared for whatever comes and of considering his menu. It depends upon circumstances of a local nature, upon locality and the demands of his own trade, whether he will continue an elaborate list of fancy warm weather drinks. There is some call for them at all seasons, though the volume will regulate the profit to be derived from them. Ice cream is in demand all the year round, to some extent. It is a good time, with the holidays coming, to develop further the family trade in this line. But the beverages drawn from the hot urns will command for a time the greater share of attention.

As to this item, a word of caution. Do not attempt too much. Half a dozen hot drinks, well selected and well prepared, will serve the purpose many a time. Chocolate—good chocolate—coffee, two bouillons, hot malted milk and hot lemonade will go a long way toward making a complete menu. There are frills that can be added, to be sure, and they may be made to pay, on special occasions. But we have given the framework of many a good business in these few words. The natural thing to do would be to master them first—for there is a good deal to know about them—and to make them first of all the very best. Leave the cheap, tawdry and sloppy drinks to the small confectioneries, if they want the business. Make a good hot drink and charge enough to make a profit out of it. The drug store's reputation along other lines demands that much.—*Pacific Drug Review.*

New Method of Making Sulphuric Acid.

A method of manufacturing sulphuric acid, for which advantages are claimed, is suggested in United States Department of Agriculture Bulletin No. 283, "The Production of Sulphuric Acid and a Proposed New Method of Manufacture." The essential difference of the method is that the gases employed are drawn downward through a spiral flue in place of being drawn through lead chambers or intermediate towers. It is asserted that the resistance of gases to the downward pull and the constant change in their course through the spiral tend to mix them very intimately. The fact that the gases constantly impinge on the walls of the spiral flue, which can be cooled either by air or water, makes it practicable to maintain the gases at a temperature most favorable for the efficient yield of sulphuric acid.

In laboratory tests in which the spiral was utilized, practically all the sulphur dioxid was oxidized to sulphuric acid, only traces being lost through escape or in the system. The lead spiral, the author points out, however, is not intended to replace the Glover tower, nor to do away with the Gay-Lussac tower.

It is believed that while the lead spiral will take considerable lead, the great reduction it will effect in the chamber space will make it possible to construct a plant with considerably less lead than is required in the ordinary chamber system.

The new type of plant requires no other device to accelerate the reactions, occupies much less ground space, and would not need as large buildings, and therefore should decrease the initial cost of construction. The method, however, has been tried only on a laboratory scale, and the bulletin refuses to predict just how efficient the commercial plant would be, but states that all indications are that this method offers promise of being economically successful.

The Vicar.—For shame, my lad! What have those fish done to be imprisoned upon the day of rest?

Tommy.—That—that's what they get for—for chasing worms on Sunady, sir.—*John Bull.*

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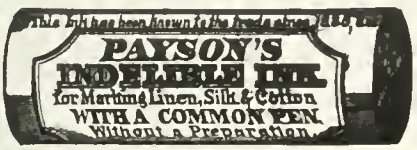

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The cold weather will be upon us in a short time. This is the time when there is a great demand for these goods. Every druggist should write at once for prices and endeavour to get in a stock early. Don't wait till you are asked for the goods. Get them now. You will sell them.

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The public saw the advertisement, did you show the goods?

It is the wide-awake, enterprising business man who forges ahead in these times, and opportunities for special effort are continually presenting themselves.

Manufacturers are advertising freely, and the purchasing public read the advertisements. It is the retailers' place to put the goods as prominently before the public eye as possible.

Retailers Must Not Slacken Efforts.

It would be grand if things would only be as we think they ought to be. Take a retail business, for instance. No one objects to having a rather hard and tough time of it until he gets it on a paying basis. He is willing to go into a new and strange neighborhood, take a shop, and go early and leave late, and toil like a man. He is willing to do all this year after year, and he rather enjoys it, because he is comforted by the thought that he is building a business which will support him all his days. But when he has "arrived"—when he has got his business on a paying basis—he naturally feels that he would like to slacken from his rapid business pace. He would like to take it easy. That's the way we all think things should be. But they are not that way, much to the sorrow of all of us. Success is not an immovable wharf to which we can permanently fasten our boat after a rough voyage. It is not a hitching post set deep in the ground to which we can securely tie our horse after a long journey. Instead, success is a pair of oars, given to us so we can row up the stream and avoid drifting down on the rocks and shallows. It is a cane and a pair of shoes, which enable us to walk over the rough and rocky roads, and climb the steep

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hills of the business journey. It is money loaned us at interest, and we have to work to keep up the interest and refund the principal. It is the glance and beckon of a fickle world, which never lets us rest, but lures us onward from one point to another. Success never lets us stop. It always keeps us in motion. When we stop we begin to go backward. Some retailers are forgetting these great and important truths. They have built up good and profitable trades. They have fine drug shops, well furnished, well stocked, well patronized. They have a little money ahead, and are making a little more than a living. They are, in consequence, feeling very comfortable, thank you. Things look good to them. They have not merely slackened the pace of the wagon they have been pushing, but they have climbed in the wagon and are letting it go by its own momentum. And their eyes are closed to see that their competitors are gradually gaining on them, and maybe will soon pass them. They have stopped originating new ideas which so pleased their customers and brought them new trade. They are putting no real life and vim in the dressing of their windows. They are making no intense and active efforts to make friends of their customers and bring them back again and again. They are not keeping their assistants keyed up to the high pressure which is necessary to make and hold trade during these strenuous days. And their business is going slower. Soon, unless they awaken, it will stand still, and then slowly begin drifting backwards. This is a hustling age. We must fight for success every day. Keep awake.

To Omit Whiskey from new U. S.

The new edition of the U. S. Pharmacopoeia, which is now being compiled and expected to be issued January 1, 1916, will omit whiskey and brandy as being officially neither drugs nor medicine. After that time Spiritus Vini Rectificatus and Spirits Frumenti will be dropped from the pages of the illustrious book, and cannot be sold by druggists *as medicine*, says the *San Francisco Druggist*.

After that time it will be necessary for the druggist to banish whisky and brandy from his store or take out a retail liquor dealer's license and become classed as a saloon-keeper. Instead of paying only the $25 Federal liquor permit fee, as at present, he will be compelled, if he continues to sell whiskey and brandy, to pay the much higher local license rates and comply with State and municipal liquor regulations.

The action of the pharmacopoeia committee is recognized as a severe blow to the liquor traffic, particularly in "dry" districts, where it is next to impossible to obtain spirits except in the guise of medicine at drug stores. The step also will put out of business a number of patent medicines which practically are little more than whiskey or brandy and are chiefly valued for that character.

It is known that one of the main reasons why the revision committee took action as it did is that comparatively few physicians now prescribe liquor even as a tonic. The number of persons who obtain from their physicians a prescription for whiskey or brandy is small.

OPIUM IN THE BIBLE.

In an interesting paper on "Opium in the Bible," Dr. Paul Haupt, professor of scientific languages at Johns Hopkins University, Baltimore, stated "The gall (i.e. bitter fluid) with wine (not vinegar) in the account of Christ's crucifixion (Matt. 27 : 34) denotes opium." The doctor also declared "the Talmud states that a cup of wine with 'lebonah' was given to criminals before their execution. 'Lebonah' means incense as a rule, but in this case it is used for 'opium.' " "In ten passages of the Old Testament," continued Dr. Haupt's paper, "Hebrew 'rosh' denotes a bitter and poisonous plant. It is used also for the poison of serpents. According to Pliny the venom of snakes was nothing but bile. The ancients used the same word for gall, bitterness, poison, medicine. We use 'to drug' for 'to narcotize,' although 'drug' originally means a dry herb. 'Rosh' is mentioned in the Bible in connection with 'lananah,' wormwood or absinthe. It was a plant which grew in the furrows of the fields. The Authorized Version renders it 'hemlock,' but 'roseh,' head, denotes poppyhead, and 'me-rosh' is opium. In the fifth chapter of the Alexandrian festal legend for the feast of Purim, known as the *Third Book of the Maccabees*, we read that wine with incense was given to the elephants before they were let loose upon the Jews. This 'incense' may have been a preparation of Indian hemp. 'Assassin' means intoxicated with hashish (Cannabis Indica)."

Excellent Quality B. C. Cascara.

During the summer, we are informed, over 200,000 lbs. of Cascara Sagrada Bark has been gathered in British Columbia. The collecting is done principally by Japanese and Indians, who, unfortunately, have not exercised the care necessary to ensure the life of the shrub, and, unless pressure is brought to bear and explicit directions given to leave a strip of the bark on, B. C. will be in as bad a condition as California and Washington. We understand that one good move has been made, that, as much of the Rhamnus purshianus occurs on Indian Reserves, the Indian Department has forbidden collection for the market without a permit. One carload was purchased in Vancouver by a large eastern manufacturing firm, and the report is that the bark is the finest sample that firm has seen for some time, and the firm knows Cascara.—*B. C. Phar. Record.*

Bunting Flags.

Buntin, Gillies, & Co., Ltd., Hamilton, have recently issued a two-color circular of Bunting Flags, giving a list and description of the different sizes and styles in which they can be supplied. There is naturally an unusual demand for these flags at the present time, and dealers should be prepared. A copy of this circular will be sent on request.

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Tens of thousands of dollars and years of tireless labor have been expended to place within your hands sure, safe methods of a non-drug, non-surgical nature that assures relief and cures in a thousand and one abnormalities and diseases of the eye. Send for information regarding attendance and mail courses, also $1,000 Scholarships and Gold Prizes.

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BUFFALO COLLEGE OF PHARMACY

44 High St. Opens Oct. 6. 30th Annual Session.

Two years' study secures the degree in Pharmacy (Ph. G.)—Three years' study secures the degree of Master in Pharmacy (Phar. M.) or Pharmaceutical Chemist (Phar. C.) or Analytical Chemist (A.C.)

All Courses include a large proportion of laboratory work. Mail a postal for illustrated Announcement. "Do it now

TANLGEFOOT

The Non-Poisonous Fly Destroyer

46 Cases of Poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914

Formulary

Shampoo Powders
Liquids, etc.

SHAMPOO POWDERS.

1. Powdered quillaja .... ¼ ounce
   Camphor .... 10 grains
   Borax .... 1 ounce
   Sodium carbonate, dried .... ½ ounce
   Oil of rosemary .... 20 drops
2. Powdered soap .... ¼ ounce
   Dried sodium carbonate .... 1 drachm
   Borax .... ½ drachm
   Oil of rosemary .... 15 drops
   Phenolphthalein .... ½ grain
3. Orris root .... 6 ounces
   Fuller's earth .... 7 ounces
   Arrow Root Starch .... ½ ounce
   Oil of lavender .... 1 drachm
   Alcohol .... 2 ounces

Reduce the solids to a fine powder; mix this well and spread it out to a thickness of about two inches. On this spray the oil dissolved in the alcohol, and, after several hours, pass the powder through a moderately fine sieve.

EGG SHAMPOO LIQUIDS.

1. Yolk of four eggs.
   Spirit of soap, N.F. .... 3½ fl. ounces
   Ammonia water .. .. 3 fl. drachms
   Oil of lemon ....45 minims
   Oil of rose geranium ....15 minims
   Water ....27 fl. ounces

Beat the egg-yolk, mix thoroughly with the other ingredients by agitation and strain.

2. Three fresh eggs
   Spirit of soap, N. F. .... 1½ fl. ounces
   Potassium carbonate .... 2½ drachms
   Ammonia water .... 3 fl. drachms
   Oil of rose .... 2 drops
   Oil of bergamot .... 2 drops
   Oil of rose geranium .... 1 drop
   Oil of bitter almond .... 1 drop
   Rose water ....27 fl. oz.

Thoroughly beat the eggs, dilute with the rose water, add the other ingredients, mix intimately by agitation and strain.

3. Whites of three eggs.
   Borax .... 3 av. oz.
   Glycerin .... 1 fl. oz.
   Water ....16 fl. oz.

Beat the egg-yolk thoroughly, incorporate with a portion of the water, dissolve the borax in the remainder of the water, mix all the ingredients and strain.

SHAMPOO POMADE.

Shaved castile soap ....10 parts
Borax .... 2 parts
Ammonium carbonate .... 1 part
Glycerin .... 5 parts
Water, sufficient.

Dissolve the salts in 35 parts of water and the glycerin; put the solution on a water-bath, add the soap and heat until the latter is dissolved. Test a few drops of the liquid on a plate of glass, and note its consistency when cold. If too hard, add more water, test again, and continue the process until you have a cream of the proper consistency. Perfume to suit.

HAIR WASH.

Infusion tea (1 to 40) .... 1 pt.
Sodium borate .... ½ ounce
Ammonia water ....1 dram
Powdered alum ....15 grains
Oil of Verbena ....to perfume

HAIR-DRYING POWDER.

To dry the hair after washing and to remove oil, it is customary to dust the hair with powdered orris root or various mixtures containing orris root, which may be applied with a powder puff. The powder may be allowed to remain ten or fifteen minutes, or, better, over night, and then brushed out thoroughly. The following are good formulas for these powders:

1. Orris root, white corn meal, equal parts of each.

Both should be in fine powder.

2. Orris root .... 2 av. ounces
   Talcum .... 3 av. ounces
   Starch.. .... 5 av. ounces
   Tincture of musk .. ..20 minims
   Oil of lemon ....15 drops
   Oil of bergamot ....15 drops
   Oil of neroli .... 6 drops

The first three ingredients should be in fine powder, and all ingredients should be well-mixed.

3. Wheat flour ....8 av. ounces
   Orris root, powder ....1 av. ounce

Heat the flour without scorching until perfectly dry, then mix intimately with the orris.

DANDRUFF REMEDY.

P. Henry Utech communicates the following formula of a preparation with which he has had success, to the *Bulletin of Pharmacy*, and makes the comments herewith:

The formula is quite interesting and was given me by a physician of large experience. It is a well-known fact that the chloral hydrate has decided stimulant and antiseptic properties, and likewise has the power of absorbing and eliminating the sebaceous scurf from the scalp. The cantharides acts as a rubefacient and is slightly stimulating. The cinchona is somewhat astringent and is added mainly to impart a brownish color to the finished product. These three substances are simply mixed with perfumed hydro-alcoholic liquid according to the following recipe:

Farina cologne (90 per cent. cologne spirit 15 ozs.
Tincture of cantharides .... 4 ozs.
Tincture of cinchona flavor..... ..... 2 ozs.
Chloral hydrate .... 2½ ozs.
Magnesium carbonate ..... a sufficient quantity
Water to make ....120 ozs.

Mix together the cologne, tinctures, and water, and allow them to stand for several days. Filter the preparation through magnesium carbonate until it becomes clear and then dissolve the chloral hydrate in the filtrate.

The Signature of Chas. H. Fletcher. Is on Every Wrapper of

CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
Cards, Cartons and Counter
Wrappers.

Genuine CASTORIA Always

Bears the Signature of

Chas. H. Fletcher.

THE CENTAUR COMPANY
250 WEST BROADWAY, NEW YORK CITY.

Chas. H. Fletcher. President.

Improved Formulas for Essentia Pepsini.

By Chester A. Duncan, P.D. in Southern Pharm. Jrl.

The N.F. preparation is criticised for containing lactic acid as this acid does not represent a normal product of gastric secretion. Hydrochloric acid is recommended to take its place. The use of a wine of correct color and flavor offers difficulties in selection that can be met by using alcohol in such proportions that the product may be properly preserved and the flavor obtained by the addition of suitable flavoring agents.

The following formula has been used for two years, and the product has met with approval from physicians who have used it.

Acid hydrochloric, U.S.P.	2.0 Cc.
Pepsin, scale (3-10000)	17.5 Gms.
Rennin, (1-30000)	8.75 Gms.
Orange flower water	100.0 Cc.
Glycerin	125.0 Cc.
Alcohol	150.0 Cc.
Tincture sweet orange peel	10.0 Cc.
Purified talc	15.0 Gms.
Water, q.s., to make	1000.0 Cc.

Mix the acid with 300 Cc. of water. To this add the pepsin and rennin and dissolve by agitation. Mix the glycerin, orange flower water, alcohol, and tincture with 250 Cc of water and add to the solution with enough water to make 1000 Cc. Incorporate the Talc, let stand 24 hours and filter.

Each fluid dram contains sufficient rennin to coagulate one pint of milk.

IMPROVED FORMULA FOR ELIXIR DIGESTIVUM COMPOSITUM.

Pepsin	10.0 Gms.
Pancreatin	1.0 Gms.
Diastase	1.0 Cc.
Lactic acid	0.5 Cc.
Hydrochloric acid	1.0 Cc.
Glycerin	100.0 Cc.
Alcohol	100.0 Cc.
Powdered cudbear	3.0 Cc.
Purified talc	15.0 Cc.
Tincture sweet orange peel	10.0 Cc.
Water, q.s. to make	1000.0 Cc.

Mix the acids with 300 Cc of water, add pepsin, pancreatin and diastase. Macerate and shake occasionally until solution is apparently effected. Then add the glycerin, tincture and alcohol previously diluted with 300 Cc. of water. Incorporate the talc and powdered cudbear with the mixture and add enough water to make 1000 Cc. Macerate for 48 hours and filter.—*Southern Pharmaceutical Journal.*

Veterinary.

COUGH POWDERS FOR HORSES.

Potassium nitrate, powdered	2 ounces
Glycerrhiza, powdered	4 ounces
Squill, powdered	1 ounce
Gentian, powdered	1 ounce

Mix thoroughly and divide into twelve powders. Give one powder three times a day with food.

POWDER FOR HEAVES.

Powdered euphorbia	½ ounce
Powdered lobelia leaves	1 ounce
Powdered skunk cabbage	½ ounce
Powdered camphor	½ ounce
Powdered madder	1 ounce
Powdered licorice	4 ounces
Powdered elecampane	2 ounces

The dose is a tablespoonful twice a day, sprinkled on hay moistened with lime water.

HORSES AND CATTLE CONDITION POWDER.

Bloodroot	1 pound
Capsicum	1 pound
Sassafras	2 pounds
Copperas	2 pounds
Ginger	3 pounds
Gentian	3 pounds
Black antimony	3 pounds
Saltpeter	4 pounds
Fenugreek	10 pounds
Rosin	10 pounds
Coarse salt	20 pounds
Linseed, ground	25 pounds
Sulphur	25 pounds

Mix well.

LOTION FOR GALLS.

Sulphuric acid	1 dr.
Alum, dried	2 drs.
Water, enough to make	8 ozs.

Use as a lotion.

ROUP POWDER FOR POULTRY.

Asafetida	4 drams
Black pepper	1 dram
Grains of paradise	1 dram
Dried ferrous sulphate	2 drams
Dried sodium sulphate	2 drams

Powder each separately and mix well. Incorporate a heaped tablespoonful with the morning feed of hot "middlings" or mash. The above powder is sufficient for twelve chickens.

REMEDY FOR CHICKEN CHOLERA.

Iron sulphate	1 ounce
Capsicum	1 ounce
Black pepper	2 ounces
Calcium phosphate	8 ounces
Fenugreek	4 ounces
Sand	4 ounces

Reduce all to powder and mix well. An even teaspoonful is given with the feed for a dozen fowls.

MANGE CURE FOR DOGS.

Benzine	7 fl. ozs.
Oil of cade	2 fl. ozs.
Coal tar	2 fl. ozs.
Green soap	2 av. ozs.
Oil of turpentine	2 fl. ozs.

Rub the soap and tar together, add the oil of cade, and then incorporate the other ingredients. Rub this in once a day in severe cases. Wash the dog with soap before applying.

DOG SOAP.

Petroleum	5 parts
Wax	4 parts
Alcohol	5 parts
Good laundry soap	15 parts

Heat the petroleum, alcohol and wax on a water bath until they are well mixed. Cut the soap into fine shavings and dissolve in the mixture. The soap is a good one for ridding dogs of fleas and other vermin.

Photography.

I recently was commissioned to photograph a number of show windows and found it practically impossible to do so during daylight without securing very objectionable reflections of buildings and other objects opposite, says W. E. R., in Camera Craft. Then I tried making them by flashlight, with not only entire avoidance of the reflections, but with results most satisfactory. Experience taught me that the best way was to make one flash from quite well to the side in order to give relief to the articles in the window, and then to make a slightly smaller flash from directly behind the camera in order to soften the shadows resulting from the first flash as well as to give a more evenly lighted effect. It is impossible to quote the amount of powder used, as this must vary with the size and depth of the window, the stop used and the distance of the flash made necessary by the focal length of the lens. It must be remembered that the amount of powder required increased with the square of the distance at which it is fired and that increasing the amount of powder does not increase the light produced proportionately, except as the powder be well spread out. Another good point to remember is that over-exposure is quite rare if not practically unknown in flashlight work, and therefore one need have no fear on that score.

AIR-BUBBLES IN LENSES.

Small air bubbles in a photographic lens are in reality a mark of quality, just as slight flaws in some precious stones signify genuineness, for optical glass which is sufficiently clear and homogeneous cannot be produced without them. In the manufacture of the famous Jena glass the various elements used must be heated for a given length of time and to a certain degree, the process being stopped at just the right moment whether all the air has been driven out or not. There is no alternative.

The manufacturers discard all but those portions best suited to lens making and the lens-maker in turn examines all glass, both in the rough state and before the lenses are sent out as a finished product. All sections are rigidly made and actual tests prove that small bubbles in lenses, whether single or ground, do not interfere in any way with the perfect work of the lens. The actual loss of light is inappreciable and the presence of these bubbles, even if near the surface, has no effect whatever on the optical quality of the image.

A GOOD DEVELOPER.

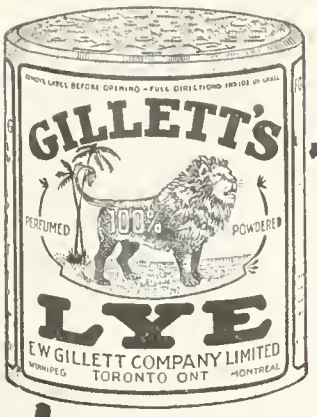
A writer in The Camera recommends the following simple two-solution developer:—

1.	Water 60	ounces
	Metol (or Elon) 1	dram
	Hydroquinone 3	drams
	Sodium sulphite, anhydrous 1½	ounces
2.	Water 60	ounces
	Sodium carbonate, anhydrous 2	ounces

For use, take 4 ounces of A and 1 ounce of B to start developing, and add one ounce more of B at a time up to 4 ounces, if development is too slow. With generous exposure 2 ounces of B should be enough. For landscapes, where there is strong contrast in the subject and exposure has been made for the deepest shadows, start with 4 ounces of A and 2 ounces of B, and after about 2 minutes add 2 more ounces of B. The entire time of development should be about 4 minutes.

To those who prefer the tank method of development, the above given formula is particularly recommended in proportions as follows:

For an 8 x 10 tank which holds about 150 ounces, take 4 ounces of A and 3 ounces of B, and water to make up the balance. Time, 20 minutes, at a temperature of 65 to 70 degrees Fahrenheit.



Gillett's Lye Cleanses.

It cleans thoroughly whether the dirt is visible or invisible.

Millions of people use it every day.

Sold by the best Druggists everywhere.

If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.

Two other lines

Gillett's Caustic Soda.
Gillett's Cream Tartar.
(Chemically Pure).

E.W. GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

It Paves the Way.

If you have something good to sell
It pays to advertise it well.
Let people know what you're about
And sales will come beyond a doubt.
"The man who whispers down a well
About the goods he has to sell,
Will never reap the golden dollars
Like him who climbs a tree and hollers,"
So climb a tree right o'er the crowd
And holler long and holler loud
And when you've got them on the run
Your selling game is well begun.
Which is another way to say
That *ADVERTISING PAVES THE WAY.*

Lyman's Cold Cream

The Finest Cold Cream on the market at any price.

SNOW WHITE

Highly Perfumed with Finest Otto Rose

Round Opal Pots, small, at	$0.80	per dozen
" " " large, at	1.25	"
Collapsible Tubes, small, at	.85	"
" " large, at	1.50	"
Decorated Screw Cover Tin Boxes. ½ lb.	3.50	"
" " " " 1 lb.	5.50	"

Theatrical Supplies

We are Canadian Agents for HESS' Theatrical Goods, and carry in stock a Full Line.

We also carry **Steins'** BURNT CORK LINERS COLD CREAMS ASSORTED BOXES GREASEPAINTS

Freezable Articles—Place yours orders now for winter season.

THE LYMAN BROS. & CO., Limited

WHOLESALE DRUGGISTS TORONTO, ONTARIO

Announcing a New Patterson Package

THE BLUE BIRD BOX

NUTS, NOUGATS AND FANCY CENTRES

To Retail at 80c. Costs you $6.60 per dozen

The Quality is Exceptional
The Assortment is Different
The Box is Most Attractive
The Profit is Good
The Demand Will be Large

Your Order Should Come in *Now*

Patterson's TORONTO Chocolates

A Matter of Good Taste

Trade Notes

BRITISH COLUMBIA.

Dr. Howell has purchased the Manhattan Drug Store at Vancouver.

K. Dalby is opening a new drug store at Robson and Burrard Sts., Vancouver.

MANITOBA.

A. Ellison has succeeded E. J. Skjold, druggist, at Winnipeg.

NOVA SCOTIA.

J. H. C. Murdock has opened a new drug business at Westville.

P. McCaffrey has purchased the drug business of Geo. H. Morris, Westville.

ONTARIO.

H. T. Paton, Cobourg, has closed his drug store and is enlisting.

W. Hart has opened a drug store at corner of Bloor and Runnymede Road.

W. H. Murtrie has opened a new drug store at Grand Valley.

F. H. Walley has purchased the drug business of L. J. R. Harvey, St. Thomas.

Kyle & Blye have taken over the drug business of R. A. Blye, Oakville, Ont.

E. W. Boyle has purchased the old established drug business of C. Stork & Son, Brampton.

R. C. Johnston has purchased the drug stock and fixtures of the Mears Drug Co., Fort William, Ont.

E. L. Taylor has purchased the drug store of Mr. J. G. Clark, Chatham, the latter retaining his branch drug store.

G. Tamblyn has opened a new drug store on Yonge Street, opposite Carlton St., Toronto, being nearly opposite their former place of business.

QUEBEC.

J. E. Coulcombe, St. Angele de Laval, Que., suffered loss through fire.

Dr. Edouard Morin, of the Pharmacie Normale, Montreal, is dead.

R. Martineau has purchased the drug business of J. E. Migneron, 544 St. Dennis St., Montreal.

The British American Chemical Co., Ltd., has registered as doing business at Montreal, Que.

L. O. Joudert has purchased the drug business of Henri Le Cavalier, St. Antoine St., Montreal.

L. J. A. Trempe has opened a new drug store, corner of Robin and Amherst Sts., Montreal.

M. Bedard has purchased the drug business of Dr. F. X. LaChappelle, Gilford and Papineau Sts., Montreal.

E. Vanboncoeur has opened an additional drug store at corner of Wellington St. and Church Ave., Verdum, Montreal.

SASKATCHEWAN.

R. M. Wright has opened a new drug and stationery store at Meota Beach.

J. R. Bird & Co., druggist at Whitewood, has sold out to F. A. McGillivray.

Personals.

Mr. Arnold Baiss, Chairman of the Directorate of Baiss Bros. and Stevenson, Ltd., Bermondsey, London, died last month, aged 67 years. Mr. Baiss was head of the firm, which was founded in 1833 as a wholesale drug business.

Mr. Clarence A. Murray, one of the travelers of the London branch of the National Drug & Chemical Co., has enlisted for overseas service, and has been gazetted as Lieutenant in the 7th Regiment at London, Ont.

Another good pharmacist is going to the war in the person of Mr. M. McDowell, who was for some years connected with the National Drug & Chemical Co.

Mr. A. E. Francoeur, of Quebec City, has been appointed as Examiner in Chemistry for the Pharmaceutical Association for the Province of Quebec.

Sympathy.

Our sincere sympathy is extended to our fellow journalist, Mr. Geo. E. Gibbard, on the death of his wife. Mrs. Gibbard has been an invalid for a number of years, but had all the care and attention a devoted husband could give in her lingering illness.

The many friends of Mr. Chas. McD. Hay, Managing Director of Lyman Bros. Co. Limited, Toronto, will be grieved to hear of the loss sustained by Mrs. Hay in the death of her brother, Mr. Thomas Woodyatt, of Brantford, Ont.

Safety-Match Cough Lozenges.

Chlorate of potash is a favorite ingredient in "cough" lozenges, and when made up with a little sugar it forms a very palatable and effective confection. But it is not generally known that one of these lozenges, if rubbed on the igniting surface of a safety match box, will take fire and burn. Most of the lozenges sold by druggists, however, contain too little sugar to work well, and some are composed of pure chlorate, and will not work at all. But it is easy to make a lozenge or tablet that will give startling results.

Take two ounces of chlorate of potash and one ounce of white sugar and grind them *separately* to a very fine powder. If you attempt to grind them after they are mixed you may get into trouble. Mix the two dry powders thoroughly and moisten them with a little water or syrup, so that they may be worked into a stiff dough. Sprinkle some dry and finely powdered chlorate on a smooth board, so as to prevent the dough from sticking to it, and roll the dough into a thick cake, about the thickness of an ordinary lozonge. This cake may then be cut into tablets with a knife or into round lozenges by means of a cutter. A tin tube, with the edge filed sharp,

(Continued on page 400)

The Martin, Bole & Wynne Co., Lt'd.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale, and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

BUSINESS-OPPORTUNITY NOTICES

For Sale, Exchange, Help Wanted, etc., 60c. for 25 words less, subsequent insertions 25c. Send cash with order.

FOR SALE.

Analyses of drugs, foods, pharmaceuticals, mineral waters, etc. Formulas and processes. Write for estimates. A. R. Sasse. Chemist, 105 West 36th St., Kansas City, M. O.

WANTED TO BUY.

WANTED—To hear from owner of good drug store for sale. State cash price, description. D. H. Bush, Minneapolis, Minn.

ACETYL-SALICYLIC ACID WANTED.

Name your price and quantity, also brand. If acceptable I will advise promptly and you can ship to Windsor by C.O.D. express. 5 gr. tablets also required. In the market for other European chemicals; state what you have with brand and lowest cash price. A. C. Smith, Windsor, Ont. Established 1895.

(Continued from page 399)

answers well. I use a gunpunch. Dry the lozenges thoroughly; this is essential and takes time, as the drying must be done at a moderate temperature; if placed in an ordinary oven they may take fire.

One of these lozenges rubbed against the active surface of a safety-match-box will take fire and burn furiously, to the great surprise of those who perhaps at the very time are dissolving one of them in the mouth. But be careful not to hold the lozenge in your bare finger when you rub it, or you may get a very severe burn. It may be grasped between the fold of a very stiff cardboard, but a better plan is to take a small wooden board, four by two inches, and in it, with a centre-bit, bore a hole to a depth of a little more than half the thickness of a lozenge, so that when the latter is placed in the hole it will rise a little above the surface of the board; or the lozenge, while rubbed, may be held in place by four tacks or small nails driven into the board so far that they will stick up just about half the thickness of the lozenge.

Having placed the lozenge in the hole or between the tacks, rub it with the safety match igniting surface, and it will immediately burst into flame. It may be used to light a cigar, lamp or candle.

There is no danger in this experiment if ordinary care be used. I have exhibited it many times in parlors and dining rooms, and it always excites great surprise. But, like all other experiments of the kind, it should be well tried in some out-of-the-way place before an attempt is made to exhibit it even to a private audience.—*Scientific American.*

O. C. P. STUDENTS ELECT OFFICERS

The students of the Ontario College of Pharmacy held their meeting for the election of officers for 1915-16, resulting as follows: Honorary President, Dean C. F. Heebner; honorary vice-presidents, Miss A. R. Ferrari, Miss D. Birkett, Miss C. McLaren; president, H. B. Lough; vice-president, F. W. Bryan; secretary, R. S. Harris; treasurer, L. C. Gubb; committee, F. J. Bourke, B. H. Price, S. J. Kirkland, C. McLean, V. F. Vernon; class representative to University Students' Administrative Council, O. E. Jacks.

THE DRUGGIST'S DREAM.

Want a job? Take mine and bless you! I don't want it any more!
It is mixer of prescriptions in an up-to-date drug store.
Tell you why I want to quit it: Had a dream the other night;
Woke up full of wonder that I hadn't lost my sense and sight.
It was this way: In my dreaming all the town had taken sick
And was crying for prescriptions: coming on the double-quick.
Those who came at first were calling for the drugs that are a cinch
To mix up or put in capsules—grain of this; of that a pinch—
Ipecac and Antipyrene, Bismuth, Subnitrate, Salol,
Quinine, Hydrobromide, Chloral—things most any child could call,
And I gave them all a welcome, for of business I had need;
But my smile of joy soon faded when the words began to read:
"Orthodiamidoditolyl, Pentadecyltolylketone, Metatoluylenediamine"—(here I gave an awful groan!)—
"Paramonobromotoluene, Ethylhydrocupreine"—(Ouch!)—
"Aspidosperma Quebracho"—(Here I started up a grouch)—
"Parapropylmetacresol!" —(I was sweating—getting lean)—
"Betaimidazoethlylamine, Methyldydroberberine,
Diacetylaminocodeine, Delphinium Ajacis,
Methylnormalpropylphenol"—(How I snorted over this!)
And just then, to cap the climax, causing me to faint and fall,
Came a "Bismethylaminotetraminoarsenobenzol!"
Want my job? You're welcome to it, for I'm in a fearful fret
Lest they add a few more letters to the druggists' alphabet!

—*New York World.*

A BIG WINDOW ATTRACTION

that will attract people to your store like moths to a flame—will turn passers-by into customers and will make your bank account grow.

THE MYSTERIOUS CLOCK

Is mounted on a twenty-five inch glass dial with the hands balanced on a small steel center pin. Attached to the end of the minute hand is a small compass about the size of a nickel, and across the face of the dial is painted the slogan "what makes it go." Nothing else is visible to the eye.

Be the First in Your Town to Get this Attraction

STAUBER DRUG COMPANY

PRESCRIPTION DRUGGISTS

1722 ST. JOSEPH AVE.

ST JOSEPH, Mo, Nov. 21, 1914

World Wide Advertising Co., 1330 Consumers Bldg. Chicago, Ills.

Gentlemen:

Kindly send us a more liberal supply of the scientific explanations of this "scientific marvel" for such the wayfaring men and women vainly regard it.

As a window attraction it is right up to the scratch, and as an argument producer it is better than war or politics.

Yours sincerely,
STAUBER DRUG CO.

H. ADRIAN L. FERGUSON

Drugs, Sundries, Imported Cameras and Supplies

122 W. MAIN STREET

UNION PHONE 740 *OWOSSO, Mich.*, June 5, 1915

TO WHOM IT MAY CONCERN

The World Wide Advertising Company sold one of these clocks a week ago and I put it in my window and it has been the talk of the city and community and has brought hundreds of people in my store asking what makes it go. It is the cheapest advertising I have found yet, as people stop and look at the clock in the window who never read a newspaper and it sells whatever you have in the window. I would recommend one of these clocks to anyone who wants to advertise, as it is the cheapest and best advertising out.

(Signed) H. ADRIAN L. FERGUSON.

CLAY'S PRESCRIPTION DRUG STORE

BUTLER, Mo., Dec. 15, 1914

World Wide Advertising Co., Chicago, Ill.

Gentlemen:

Accept my heartiest thanks for your letter and specific instructions, with their aid the clock started right off and although the thermometer was below zero most of the time since it started it has always had a good crowd in front of it.

I regard it as a most attractive window piece. Where can I get a supply of the little folders "What makes it go." The answer.

Wishing you the compliments of the season, I am

Very respects,
FRANK T. CLAY.

EVERYONE WILL TALK ABOUT IT. YOUR NEWSPAPER WILL WRITE IT UP.

The St. Johns Remedy Co., of Chicago say:

We have had the clock running 3 months and if the crowds increase in proportion we will have to have a Special Policeman to keep the people moving. You would die laughing to stand out in the crowd and hear the arguments and discussions about what makes it go. Sometimes they almost fight in asserting their knowledge.

NO CLOCK WORKS
NO ELECTRICITY
NO MERCURY

REQUIRES NO ATTENTION FROM WEEK TO WEEK

What makes it go?

A Postal Card to our office will bring full particulars to you

NO MAGNETS
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The Canadian Druggist

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The Opportunities of Pharmacy.

BY SIR RICKMAN JOHN GODLEE, BART, K.C.V.O., M.S., F.R.C.S., LL.D., M.D., F.R.S.M.,

Honorary Surgeon-in-Ordinary to the King.

Emeritus Professor of Clinical Surgery, University College, London

When I had promised to say a few words to the students of the Pharmaceutical Society in October, I determined to think no more about it until after the end of my short holiday. But it was in vain. The idea began to haunt me in the grilling days of late August.

In the month of August, I need not tell you, wasps abound, and by a kindly provision of Nature, the more fruit there is the more wasps are likely to be met with. Though I am a bit of a farmer and am learning to accept stoically all the vagaries of the seasons, I am not yet enough of a countryman to regard with equanimity the destruction of plums and apples, even if the crops are good, and so I went to a chemist in the neighboring country town for some cyanide of potassium. He took my word as to my identity and accepted my prescription of 2 oz., but he told me he was allowed to sell any amount of this dangerous drug to gardeners for this purpose, which rather surprised me.

I mention this small incident for two reasons. First, to remind you of one of the many tremendous responsibilities that rest upon the dispensing chemist, even in a country town. How could he tell that I was all right? The good man had complete confidence in his power to detect an impostor, and I dare say he was quite justified in his faith, though it must be remembered that it is possible for an honest man to be so afraid of being suspected that he blushes up to the roots of his hair at such a simple thing as changing a five pound note. A man who is thinking of committing suicide is pretty sure to be nervous, but, after all, he does not matter so much. Poisoners, however, are notoriously callous, and they are people who are a danger to society.

But I have another reason for speaking about the cyanide of potassium. I told the chemist that I was, for the moment, an agriculturist, not a doctor; but he insisted on taking off the 2d. or 1d. "doctor's discount," saying that until he came south from Edinburgh he had never paid a doctor's fee, and I could see (for he was a delicate-looking fellow) that he must have had a good deal of medical assistance. Now this illustrates the kindly relationship which exists between pharmaceutical chemists and doctors, and which, I, for one, have always enjoyed. Yet, though it is very nice, I have never been quite sure that this expression of it is right. It means, of course, that the pharmaceutical chemist hopes that the doctors will get him to make up their prescriptions, and, if the doctors treat him gratis, it means that they hope that, when the chemist is asked who is the best man for so-and-so, or, if I may be forgiven for this jibe, when he is confronted with a case that baffles him, he will have no doubt who the best man really is. Some actions are said to be pleasant but wrong, and I am not sure that this giving and accepting of doctor's discounts does not fall under this category.

I cannot help thinking of a certain fashionable undertaker, who used, before the days of motor-cars, to combine his mournful trade with the lighter one of jobbing broughams and horses, and it was said that he used to take the doctors on specially favorable terms on the chance of getting recommendations through them.

The pleasant relations of the medical student with the pharmacist begin at an early age, but while we sniffed up the fragrant aromas at the dispensary and enjoyed the fun of rolling pills and spreading plasters as long as the novelty lasted, we much resented being sat upon by the dispenser, who in my time was no less a man than the great Mr. Martindale, whose extra Pharmacopoeia is like a pocket-prayer book for doctors and druggists, and who had no false modesty about doing his best to keep us in order. Many and many a bottle of medicine have I made up, and often have I marvelled at the ingenuity of the physicians in connecting their medical—or, rather, their pharmaceutical— blunderbusses, and wondered, even if they contained no obvious chemical incompatibles, what chance there was of the ingredients escaping incompatibles in their passage through the complicated and unexplored fermenting vat, the human body. Dr. Ringer was our Professor of Therapeutics, and the confidence with which he spoke about the action of drugs staggered me. I do not know, but I should like to know, whether physicians order such elaborate medicines now. Surgeons do not, unless it be some dear old friend of our youth that we cannot get away from.

It was in the dispensary that I was struck for the first time with the frightful responsibility which devolves upon the dispensing chemist, for the difficulty of avoiding mistakes seemed to me to be enormous. I am sure I made some myself, and once or twice in after life I have been found guilty of a slip in writing a prescription (having a poor memory for doses), and have been corrected, even over the telephone, by a kindly chemist. Remember that you must not dispense an over-dose, however renowned the writer of the prescription may be, unless you have ascertained that he really means what he has written, for the dispensing chemist must be always as much on the alert as the operating surgeon with possible death flitting about the point of his knife. The wrong reading of a prescription, the taking down of the wrong bottle may lead to equally disastrous and more distressing results than what is called a surgical catastrophe.

But if the difficulties of dispensing are great, they must be child's play as compared with those that confronted the ancient apothecary, for even the pharmaceutical blunderbuss was in my early days loaded with a much less promiscuous charge than in the time of our ancestors; they filled it literally with "slugs and snails and puppy dogs' tails," and all sorts of unmentionable horrors. The simplification of prescriptions was due in part to the general advance of knowledge, in part to the obvious success of minimal doses of the homœopathist. I do not here refer to the small doses of concentrated tinctures—and I may remind you in passing that Hahnemann, although he had strange notions, really started the science of pharmacology— but I mean the minute globules that were, years ago, all the vogue. It was like putting an ounce of Epsom salts into the Sea of Marmora and drinking a pint of the Mediterranean at Gibraltar. Lord Lister once swallowed a mixed handful without any effect, good or bad. The lesson that the profession learnt was that if people got well whilst taking these ineffective pilules, they would get well without any drugs at all, and therefore a large part of the drugs in use must be useless.

> The Homœopathic system, Sir, just suits me to a tittle,
> It proves of physic, anyhow, one cannot get too little;
> If it be good in all complaints to take a dose so small
> It surely must be better to take no dose at all.

The art of prescribing has become more and more of a science since that time owing to the variety of causes.

The study of the action of drugs on the lower animals—in which my teacher, Dr. Ringer, was a pioneer, and of which the present occupant of his chair, Professor Cushney, is so able an exponent—has led to the prescribing of drugs by themselves without any admixture; and useful custom has now been much strengthened by the introduction of the tablet. Anyone can buy a tablet of any mortal thing now, and at least he knows the *name* of what he is taking, however ignorant he may be of the nature of the drug or of the structure of his own inside.

I am very sure that it is not an unmixed blessing for the public. My wonder never wears off at hearing patients expressing their firm belief that their pains are due to this, that, or the other unlikely or unintelligible cause—something wrong with what they call leaders of sinews, or their various viscera, without knowing anything whatever about them, not even where they are placed. It seems strange to a doctor that the structure of our bodies and something of their physiology should be beyond the knowledge of the ordinary layman, but it is far more astonishing that people, rejoicing in such ignorance, should pour into their bodies drugs the action of which is equally beyond their ken. We all know something, but I am afraid too little heed is paid to it, of the amount of harm that results from this promiscuous drug-taking. As to the pharmacist, the advent of the tablet must save him trouble and time. I often wonder how it affects his income.

We are, of course, not supposed to think about our incomes, beyond the mere provision of food and raiment and a penny against a rainy day; but as we are human beings, equally of course, we do so. One thing is clear: that the manufacture of patent medicines, tablets, and other special pharmaceutical products has led to the amassing of enormous fortunes.

One of the two most striking things that I have heard of in connection with the pharmaceutical world since Mr. Woolcock inveigled me into giving this talk, was the will of Mr. J. C. Eno, of Eno's Fruit Salt, at £1,500,000 —fabulous sum! For you all know, if I do not, exactly what it contained and what profit there was on each bottle, also how much was derived from fruit—and his was no exceptional case.

Think of Professor Holloway and that noble, if *rococo*, college for young women, and the equally resplendent home for the lunatics at Ascot. Think of Morrison's Pills, made of gamboge, colyeynth, aloes, squills, cream of tartar, and ginger, and of his statement that, "As all diseases arise from one cause, and therefore require but one medicine, it follows that if Morrison's pills do not cure no other medicine on earth will; and infallibility belongs to God." No doubt he felt justified in saying that if Napoleon III. had taken eighty pills a day instead of a smaller number he would have been cured of his stone in the bladder.

Or think of Dr. James' powder, of which Goldsmith is supposed to have died, but which Horace Walpole had such faith in that he said he should take it if his house was on fire, and averred his belief that it could cure anything except physicians.

I might prolong the list indefinitely, and, curiously enough, should have to include many things which, though originally patent medicines, have since found their way into the Pharmacopœia, such as paregoric, Turlington's or Friar's Balsam, Daffy's Elixir, or tincture of senna, and many others which have not been so incorporated, such as Anderson's or Scott's pills, and the "vinegar of the four thieves."

Most of the inventors of these medicines were, of course, not doctors or chemists, but mere advertising quacks, full of assurance, and not ashamed to trade on the gullibility of the public. I only mention these matters to lead up to the observation that it is equally pos-

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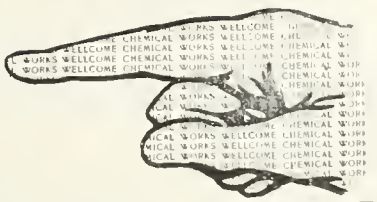

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sible, not only to make good incomes, but great fortunes, by the legitimate pursuit of pharmaceutical chemistry; I need not here mention names. And I will also remind you how much of this business has been taken out of the hands by our friends the enemy, and to exhort those of you who may have the opportunity to study the matter carefully, with the view of helping to recapture some of the manufacturing trade in finished chemicals and pharmaceutical products that has disappeared from this country.

The extent to which this has happened is not sufficiently appreciated.

In an article by John B. C. Kershaw in the August number of the *Fortnightly* the writer says:—"The complete or partial suspension of the ordinary flow of commerce that has resulted from the war has revealed to our own and other nations, as nothing else could have done, their dependence upon Germany for certain groups of commodities and manufactures in which she has obtained almost a monopoly of the world's trade. The knowledge of this dependence was no doubt known beforehand to a few: the war has made it known to all."

The total exports of this country in 1912 were not so very much larger than those of Germany—£440,400,000 as compared with £401,200,000. But if we take the exports of chemicals, drugs, dyes, painters' colors, and glass, the exports of Germany were more than twice as large as ours (£48,499,200 against £22,963,610), and of these our exports are chiefly "heavy chemicals" and "crude products," while theirs are largely finished products, such as dyes, ethers, drugs, perfumes, and pharmaceutical products. We export practically no dyes, and only £2,236,390 worth of medicines, whereas the Germans export £9,915,000 worth of pharmaceutical products and £6,668,200 worth of dyes.

Our exports to Germany are principally sulphate of ammonia, borax, and sulphate of copper, and trifling quantities of lac varnishes, litharge, and incandescent gas mantles. They flood our markets with aniline and other dyes, indigo, and, amongst other things, 270 tons of pharmaceutical products.

I know these things ought not to be, but I do not know enough about them to criticize or approve of the Government scheme of setting them right. When I read Sir William Ramsay's and Sir William Tilden's strong statements, that we cannot regain this trade without imposing a tariff, I cannot help agreeing with them, for I am sure we cannot force free trade on Germany. Only I doubt whether a tariff will do it as long as Germany can, and does, obtain an unlimited amount of cheap skilled labor, and continues (as there is every reason to suppose she will do, when the opportunity occurs) to conduct her trade like a war—that is, to subsidize any manufacture she desires to monopolize until the competing country has been obliged to abandon it. I have only touched the fringe of this very difficult question, and that not because I have anything approaching to expert knowledge on the subject, but rather because I think it is one that should—probably it does—occupy the serious attention of the Pharmaceutical Society, or perhaps some individuals in my audience. To pursue the question further it would be necessary to inquire why the young German chemist is content to work for a very slender wage and abjure Saturday half-holidays, and whether it is in the smallest degree likely that Englishmen will ever think that the recovery of the drug trade is worth such a sacrifice.

But let us leave this digression into the sordid region of money-making in order to return to the other great reason why the pharmaceutical blunderbuss is going to be a thing of the past.

The most notable occurrence of all in recent times as affecting your profession is the death of Prof. Paul Ehrlich, whose studies have opened up a completely new field for pharmacy. He was, it is needless to say, not a pharmacist, but a pathologist, the director of the Royal Institute for Experimental Therapy and of the Georg Speyer House of Experimental Chemo-therapy, at Frankfurt. Ehrlich was a really great man. He might also be called the inventor of, or certainly the greatest discoverer in the field of, modern bio-chemistry—that is the chemistry of life. At the present day he is best known to the public for that which, though the most striking, is by no means the most important part of his work—that is, the discovery of Salvarsan, "606." It appeals to the public because their eyes have at last been opened to the frightful results of syphilis, and Royal Commissions and other Commissions are trying to combat and extirpate the plague. But to you a far more important thing than the therapeutic action of the drug is the manner in which it was discovered. The method of investigation employed on this and similar occasions opens up a completely new field of the science of pharmacology.

I do not know how to put the matter before you in a sentence, but I will try. Instead of following the plan of giving a drug, so to say promiscuously, to an animal and seeing what effect it produced, either upon the whole organism or upon its cells, Ehrlich started with two well known facts—that arsenic kills the *Spirochœta Pallida* (the germ of syphilis), and, secondly, that it may do some well-ascertained damage to certain tissues of the human body. He therefore set chemists to prepare chemical combinations which his previously gained knowledge enabled him to suggest would kill the *Spirochœte*, but cause a minimal amount of damage to the human organism. After many trials "606" was produced. It is not perfect; it is difficult to make, and if not properly made it is highly dangerous; and, sad to say, the best article is said to be made in Germany. But the way in which it was discovered is what I want to dwell upon. It is a complete reversal of old methods, and suggests that, as our knowledge of the chemistry of the living cell and that of the living microbe increases, the pathologist and the chemist, working in concert, or combined in the same individual, may be able to predict the action of any drug when once its chemistry—perhaps I should say when its chemical combination —is known.

What a grand thing that will be! And what a clean sweep it will lead to—I will not say of the Augean stables —but of the dispensary shelves.

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There was a most interesting book published in the 'eighties called "Across the Zodiac," by Greig. Somehow, we need not say how, the author said that he reached the planet Mars, which is 3,000 years older than the earth, and may therefore be to that extent in advance of us. The Martians could pack all their drugs into a small reticule which could be carried on one finger. They were of deadly potency and acted with invariable certainty. Shall we ever reach that stage?

Perhaps you will say I am prophesying hard things. Well, it will not happen in your lifetime. I want, however, to suggest that, just as we meet with the combination of a pharmacist and a barrister—again, I need not mention names—so there is a splendid opening, not for the many, but for the chosen few, it may be for one only in my present audience—there is, I say, a splendid opening for the pharmacist-pathologist.

The last century produced a man who started as a chemist and ended by becoming the greatest therapeutist of his generation. He began his work, not, indeed, upon the comparatively restricted basis of Pharmacology, but upon the broad foundation of General Chemistry. He was led on step by step to the elucidation of the causes of many diseases of plants, animals, and, finally, of man, and to discover methods—one might almost say drugs—for their cure. He did more, directly and indirectly, than any other man of his century, to alleviate human suffering and to retard the onset of death.

I am speaking, of course, of Pasteur. It is not unfitting that we should dwell for a few moments on his career, partly in connection with the things I have been speaking of, partly because it is owing to his discoveries and their consequences that some alleviation is possible for the terrible septic wounds that are caused by the present war, and that means have been found to control the epidemics which have started in some of the armies engaged. It is, I hope, unnecessary to remind you that he was born in comparatively humble circumstances; that he tore himself away from the alluring but useless pursuit of Art, for which he always thought he had a special talent, and devoted himself to the more arduous and more utilitarian study of Chemistry. You will remember that his first discoveries were in the realm of crystallography, and that they led him to prove the existence of the two distinct but isomeric forms of tartaric acid. In the course of these researches into tartaric and racemic acids he was brought into close contact with the manufactures of wine, and so was led to the study of the diseases of grapes and the study of fermentation in general. Each one of his discoveries seemed naturally to lead to the next. As if by inspiration, but really as the result of untiring labor and brilliant genius, he found the cause and then the cure, or, better still, the means of prevention, of the destructive diseases of silkworms, anthrax, chicken cholera, and hydrophobia. As a result of his labors, the whole system of treatment by serums and vaccines has been developed, and we are now able to deal with diphtheria, typhoid, cholera, the plague, and many other deadly diseases. It was also his discoveries with regard to putrefaction that opened Lister's eyes as to the cause of suppuration, and enabled him, by introducing the antiseptic system, to effect a complete revolution in Surgery.

It is good for us in this time of universal sorrow, when our sympathies go to the sufferings of our hardly entreated Allies, and, in a special manner, to the land of Pasteur's birth, to listen to a few words from the last public utterance of this great chemist, this prince of experimentalists and ardent patriot.

It was on the occasion of his jubilee in 1893—a great ceremony, at which the President of the French Republic, Ministers of State, and representatives of scientific bodies from all over the world, crowded the large amphitheatre of the Sorbonne.

He had reached his seventieth year, and was already broken down by overwork and illness. He had addressed the great men of politics and science, thanking them for their words of affection and praise, and commending to them the inestimable value of experimental research.

Then he turned, with these memorable words, to the students who filled the galleries.—"Young men, young men, pin your faith on these powerful and trustworthy methods of inquiry, the first secrets of which are as yet only known to us. And whatever may be your lot in life, let no one of you allow himself to be touched by obscuring and sterile scepticism; let him not allow himself to be discouraged by certain sorrowful hours in the history of his native land. Live, if you live in the serene peace of your laboratories and your libraries, but ask yourselves these questions: First, 'What have I done for my own instruction?' Then as you advance, 'What have I done for my country?' and some day the time may come when you may have the immense satisfaction of thinking that you have contributed, in some measure, to the progress and the good of humanity. But be your efforts more or less favored in this life, you must, whenever the great end draws near, be able to have the right to say, 'At least I have done my best.' "

These noble words tempt me to close my discourse, for I cannot better them—I cannot approach them for excellence and wisdom. But it would perhaps be ending on almost too high a note, and you might think I was urging everyone to stretch himself beyond his measure, and leave the trivial round untrodden, the common task unfulfilled. That, however, is far from my intention. A genius like Pasteur appears but rarely on the scene, and it is safe to say that all of us have far humbler paths to tread. Moreover, such a conclusion would leave undealt with a matter which eluded me in the early part of my address, and which, though small, and, I trust, becoming smaller year by year, is not unimportant.

The majority of you may have a humbler path to tread. I have suggested to you how responsible even the position of a simple country pharmaceutical chemist is; I have now to add a word with regard to a temptation that I darkly hinted at some time ago which comes in the way of all dispensing chemists. The public is so delightfully simple-minded, and, speaking generally, so profoundly suspicious of all orthodoxies that many of them become obsessed with the idea that it is better to "get

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something from the chemist'' than to go to the orthodox doctor. They know that they can, at all events, get *something* to swallow, and they will not have to pay the doctor's fee. No doubt the chemist who reads many doctor's prescriptions gets to know in time what is given in most diseases, and, if he is of an inquiring mind, may learn from his clients which drugs are the most successful, and he may be tempted to use this accumulated knowledge, to accept the patient's diagnosis of his disorder, and even to make a diagnosis himself. It is, however, a most dangerous and immoral thing to do, because he has not had the education that enables him to make the diagnosis, and is not qualified to carry out the proper physical examination, *without which a proper diagnosis cannot be made*. An apparently ordinary sore throat may be the sore throat of diphtheria, or scarlet fever, or it may mark the secondary stage of syphilis. A stomach ache may be the symptoms of an acute attack of appendicitis, or of a perforated ulcer of the stomach, or of a stone in the kidney, in any of which diseases the waste of a few days, or even a few hours, may mean the loss of the chance of cure or of saving the life by suitable medical or surgical treatment.

And it is not only a question of prescribing; it is sometimes even a question of doing. I will tell you a true story of what happened not so very long ago. A young lady swallowed a mutton bone, which stuck in her throat, and was foolish enough to consult a chemist, and he had the hardihood to take up the nearest surgical instrument to his hand— a tooth-brush—with which he pushed the bone down, and, as a matter of fact, pushed it, not into the gullet, but into the windpipe, with serious, though not fatal, results, for we were able to extract the bone, which had entered one of the secondary bronchi. This was some days later, and she fortunately recovered. But had it not been for modern instruments and modern means of diagnosis it would have remained there and set up a condition of things which, in the long run, would almost certainly have proved fatal.

The last excuse for this kind of doctoring has been removed by the passing of the Insurance Act. I therefore repeat that it is a dangerous and immoral practice.

Only by rigidly setting your face against it can you hope to keep a conscience void of offence, and to merit, when you have finished with this world, the epitaph of Mr. Peter Perkins, which is to be found in a village churchyard in Hampshire:—''He was a man without guile and an apothecary without ostentation.''

''If any man here,'' shouted the temperance speaker, ''can name an honest business that has been helped by the saloon I will spend the rest of my life working for the liquor people.''

A man in the audience arose. ''I consider my business an honest one,'' he said, ''and it has been helped by the saloon.''

What is your business?'' yelled the orator.

''I, sir,'' responded the man, ''am an undertaker.'' —*Western Druggist.*

The Test of a Tonic.

The field and function of a systematic tonic is generally understood and appreciated by both physician and patient. To stimulate, whip or goad the vital processes is not to ''tone,'' but, on the contrary, to ultimately depress. A real tonic is not a mere ''pick-me-up,'' but some agent that adds genuine strength, force and vigor to the organism. The genuine tonic is a genuine builder or reconstructor of both blood and tissue. Any agent which will increase the power of the blood to carry and distribute the life-giving oxygen is a tonic in the best and truest sense of the word. Iron in some form is an ideal tonic, as it builds up the vital red cells of the blood and the hemoglobin which is their essential oxygen-carrying element. Of all forms of iron, none is quite as generally acceptable and readily tolerable and assimilable as Pepto-Mangan (Gude). It creates appetite, tones up the absorbents, builds the blood, and thus is a real tonic and reconstructive of high order. It is especially desirable because of its freedom from irritant properties, and because it never causes a constipated habit.

The Man Who Delivers the Goods.

The failures of life sit around and complain; the gods haven't treated them white; they've lost their umbrellas whenever there's rain; and they haven't their lanterns at night; men tire of the failures who fill with their sighs the air of their own neighborhoods; there's the man who is greeted with love-lighted eyes—he's *the Man who delivers the goods.*

''One fellow is lazy and watches the clock, and waits for the whistle to blow; one has a hammer with which he will knock, and one tells the story of woe; and one, if requested to travel a mile, will measure the perches and roods; but one does his stunt with a whistle or smile—he's *the Man who delivers the goods.*

''One man is afraid he will labor too hard—the world isn't yearning for such; and one man is ever alert, on his guard, lest he put in a minute too much; and one has a grouch or a temper that's bad, and one is a creature of moods, so it's hey for the joyous and rollicking lad—for *the one who delivers the goods!*''—*Atlanta Constitution.*

Old lady (meeting two little boys): ''Why, Johnny, how dirty you are! How is it that your little brother is so much cleaner than you are?''

Johnnie: ''Well, you see, he's three years younger.'' —*Boston Post.*

I do the very best I know how—the very best I can do; and I mean to keep doing so until the end. If the end brings me out all right, what is said against me won't amount to anything. If the end brings me out wrong, ten angels swearing I was right would make no difference.—*Abraham Lincoln.*

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Druggists' Manufacture of Galenicals.

Henry C. Blair, *in the Journal of the A. Ph. A.*

Pharmacy, according to Professor Remington, is the science which treats of medicinal substances, and comprehends not only a knowledge of medicines and the arts of preparing and dispensing them, but also their identification, selection, preservation, combination and analysis.

Accepting this as a correct definition, it follows that a pharmacist is one who knows theoretically and practically these arts.

It does not follow that he must practice these arts, or all of them, in the case of every medical substance that he uses in his business, though this seems to be the opinion of some writers.

On the other hand a man who works in a drug store and who does not practice the arts of the profession can not be considered a pharmacist.

Where, then, shall the line be drawn? In order to serve the public properly, to derive from his business the largest return, and to practice pharmacy as a profession, the following rule in relation to galenicals will serve as a guide to the conscientious pharmacist:

Manufacture all galenicals unless they can be procured of a better quality than you can make, or unless they can be purchased for a less price than they cost you to make, quality being equal.

The retail pharmacist should make the following galenicals because he can do so just as well as the large manufacturer and at a much lower price than he must pay anyone else: Waters, solutions, syrups, honeys, mucilages, emulsions, mixtures, glycerites, spirits, elixirs, collodions, liniments, infusions, decoctions, most tinctures, wines, vinegars, powders triturations, masses, confections, pills, troches, cerates, essences, ointments, hypodermic tablets, compressed tablets and filled capsules.

Of course, there are exceptions in each case of these classes.

In the waters, we expect rose, orange flower and cherry-laurel, for these can be procured in a fresh condition of a better quality than those made in any other way.

In the solutions, nitroglycerin for obvious reasons.

In the spirits, frumenti for government reasons. Likewise, wines.

Gelatin, sugar and chocolate-coated pills cannot be made on a commercial basis by the retail pharmacist, and in the opinion of the writer no physician who gives his patient proper advice will order these except in rare instances, where the medicine is extremely disagreeable, or for some other equally good reason. Every pharmacist should have a machine for making compressed tablets. Any ordinary medicine ordered in a tablet may be made by a hand machine in a few minutes, and while the expense, in time, may be much greater than the cost of a ready-made tablet, the freshness of the medicines and the softness of the tablet (less compression) will be sufficient to warrant the proceeding, and when the doctor and patient know that this is the practice, remuneration without objection will follow.

For about two dollars a mold for making tablet triturates can be purchased; it requires only about fifteen minutes to make 100 triturates. These are much more soluble than compressed tablets.

When business is slack, triturates can be made up for stock (such as will not deteriorate by keeping), and special formulas on prescription can be made so quickly that pharmacists should be prepared to do this work and so notify their physician friends.

The cost is considerably less than that charged by manufacturers.

Plasters, except the ready-made kind, are used but seldom. This is largely due to the fact that physicians do not know that a pharmacist can make plasters. For many purposes and for many reasons, specially prepared plasters are far superior to the factory-made ones, and if the matter is properly brought to the attention of the medical profession, they will again come into use.

It will be noticed that extracts, powdered, solid and fluid, are not mentioned in the foregoing list of galenicals. The reason follows:

The average retail pharmacist uses a great many extracts, but comparatively little of any one. Unless he can use a large amount of any one the cost of making will be from two to ten times the price he must pay a manufacturer for them.

Unless he has apparatus and facilities, which include a vacuum pan and condenser, he cannot make them of as good a quality as the large manufacturer.

The writer does not know of any retail pharmacist having a vacuum pan.

Therefore, these extracts are left out of the list of galenicals that a pharmacist should make.

Exceptions also must be made to the following tinctures: Aconite, belladonna hyoscyamus, physostigma, stramonium and possibly cinchona, nux vomica and opium.

Unless a retail pharmacist uses large amounts of these and becomes expert enough to assay them properly, and accurately, it does not pay, either financially or morally, to make them.

His cost of assaying makes them come to a much higher figure than that charged by the large manufacturers, and the writer has yet to see the active retail pharmacist who can afford time from his other work to make an assay every time it is required; the result being that this work must be left to an employee, possibly a college student who cannot be expert enough to be relied upon. On the other hand a reliable manufacturer employs expert chemists who are making assays every day and who become so expert that there is never any doubt as to their findings. In fact, most reliable houses make a number of assays of each lot of product, and

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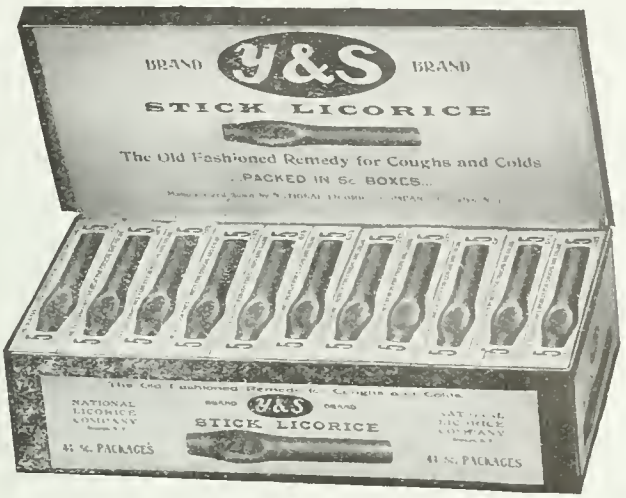

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these must correspond, thereby establishing beyond a doubt the exact strength.

There is no reason why a pharmacist should not purchase these preparations, any more than there is reason why he should make his own chemicals, such as hyoscine, digitalin, iodoform, phosphorus or carbon disulphide.

Certainly he should know how to make them, and assay them, just as he should know how chemicals are made and tested, but when the cost of production and the end results are considered, it would be absurd, from a business point of view, for him to do so. If a retail pharmacist purchases his extracts or tinctures from another manufacturer, he should assure himself that the manufacturer employs first-class chemists—then he should occasionally make tests or assays to see that he is getting standard preparations.

Reputable manufacturers are always glad to have their attention called to their goods in case of a mistake or of an article found to be inferior, and to "make good" if they can do so.

Recently when the manufacturer sold to the writer an enzyme preparation, for which no test is given in any text-book, but which did not respond to the test applied as it should have done, the manufacturer supplied a new lot at no cost to the writer, even though the test used was not that in use in the manufacturer's laboratory.

When the question of assay enters into the value of a galenical, is it not better to rely on the expert chemist than to risk the health and even lives of the public by attempting to apply that part of our theoretic knowledge which is so little used that we cannot become expert?

We believe the answers to these questions by practicing pharmacists can only be in the affirmative.

Non-Actinic Paper.

A translucent paper of a non-actinic character, suitable for making a screen for the dark-room window, may be made quickly and easily by soaking a thin white blotting paper in a solution of suitable dye, says the *Pharmaceutical Journal* quoting from the *British Journal of Photography*. The dyes used by the author were a mixture of tartrazine with one part of rhodamine, the quantity of water depending upon the depth of color required. The paper may be given two or three baths, drying it between each. When finally dried it is made translucent by immersion in dammar varnish, and then pinned up to dry. The paper thus treated has a rich, deep red color, and may be used of double thickness to minimize the chances of pinholes.

To Save Coal.

A saving of coal without loss of heat may be effected in those neighborhoods where chalk is plentiful by filling up the back of a large grate with lumps of chalk. The chalk will become red hot and give out a good heat.

The Salol-Coating of Pills.

By J. C. and B. L. De G. Peacock.

The coating of pills with salol in order to render them insoluble in the stomach for the purpose of carrying the medicine into the testines has been practiced for years past. Methods have been frequently described, and one is set forth in the current edition of the National Formulary.

During the past two years salol-coated pills have been frequently called for, and the knack of salol-coating had to be developed by our prescription department. What is about to be said is by no means a discovery, but merely a recitation of experiences in the actual practice of the process, a few simple facts which may help those who are called upon to do this work for the first time.

Two methods of salol-coating have been suggested; first, that of dipping the pills into the melted salol by means of pins and rotating in the air until the salol has solidified, removing the pin when a sufficient coat has been taken on and closing the puncture with a drop of melted salol.

Second, the method in which the pills are placed in a vessel in which salol has been melted and the vessel rotated until the salol congeals.

The second method is the plan given in the National Formulary.

The first method does not appear to have been as generally used as the second. It is very much more tedious to stick pins into the pills, dip them into the salol and rotate a number of pills at one time, than to place the pills all at once into a vessel and rotate.

Besides, the salol sometimes chips off when the pin is withdrawn and the sealing produces an unevenness of coat which is not pleasing to the eye.

The second method, therefore, is much less tedious and more rapid, and with a little practice gives excellent results both in the amount of salol applied and in the appearance of finished pill.

The pills which are most frequently ordered to be salol coated contained silver nitrate, sometimes with extract of hyoseyamus, and sometimes with opium.

The mass should be hard in order to get the best result. It is also desirable to have pills as nearly round as possible. The usual dusting powders can be applied, and while it is better not to leave more of this adhering than is necessary, the slight amount which may be needed in some cases is not objectionable. The size of the pill does not matter, although in almost all pill work, a pill of one grain weight is easier to manipulate than a smaller one. In the experiments made, mass was added to the very small pills; powdered licorice root, kaolin, talc and the confection of rose were used with good results.

The National Formulary (III) page 122, Section 2, enteric pill-coating, paragraph b, Salol-Coating, reads as follows:

"The pills, carefully freed from dusting powder, are dropped into a capsule containing enough salol (approxi-

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mately 00.6 gm. (1 grain) to every 0.8 gm. (3 grains) pill, previously melted by the heat of a water bath, and allowed to cool, so that by passing the hand along the bottom of the dish there is eareely any warmth felt, and the capsule is then rotated until the pills are coated and the salol has congealed. The process is repeated twice, each time reducing the salol about one half. Finally a finishing coat is applied by using only sufficient salol to coat the dish when melted; the dish being now kept quite warm (almost hot), the pills rotated quite rapidly until they are quite shiny, then turned into a cool dish and the rotation continued until the pills are cool."

This plan was followed to the letter in the first several attempts which were made. The results, however, were not satisfactory, mainly because an insufficient quantity of salol is ordered for the first three treatments. Further, the use of more heat in the fourth treatment is very likely, in fact almost eertain, to melt off some of the salol, and again, transferring to a cool dish produces uneven or irregular coating, due to a too sudden reduction of temperature.

It was, therefore, found better to take more salol with which to start the treatment, and also, as nearly as possible, to use the same temperature in all the treatments. After a number of experiments, the following plan was worked out and has been used with constant success by a number of operators.

One of the most important details from the standpoint of practice is the selection of the vessel in which to do the coating.

Coneave eapsules and similar shaped vessels are not well suited, because the pills tend to roll out during the rotation of the vessel, or at least to some extent out of contaet with the melted salol.

Flat-bottom vessels with flaring sides are better suited because the pills are not so likely to be thrown away from the salol during rotation. But there is still the chance of the pills flying over the flaring sides. The vessel which appears to be best suited is a flat-bottomed white enamel pan, with perpendicular sides; a handle gives additional convenience to this vessel; a size convenient for coating 24 to 30 pills is about four inches in diameter by about one and three-fourths inches deep. The inner surface should be smooth. The material of this vessel seems well adapted to the gradual cooling of the salol, a feature which is essential to success.

The perpendicular sides of this vessel prevent the pills from flying out, and the flat bottom keeps the pills in constant contact with the salol.

For 24 pills of 1 grain each, twenty grains of salol were usually found to be sufficient for first three applications, and the fourth and final treatment about seven grains additional were required.

The vessel having been decided upon, the proportionate amount of salol is placed in it, then warmed over a flame (a water bath is not needed), just sufficiently to melt the salol, and the liquified salol flowed over the bottom and into the angle of the vessel. The tmperature is now allowed to fall until the salol is nearly ready to solidify. At this point the pills are placed in the vessel, which is immediately rotated to prevent the pills from sticking together either from capillarity through melted salol on neighboring pills, or from sudden reduction of temperature, congealing the salol on the pills.

A thump against a block or the hand will separate pills when rotation alone does not.
ing rotation, and using just enough rotation to keep the pills separated and in motion well suited to proper coating. The pills must not be rotated too rapidly, even in the flat-bottomed dish with perpendicular sides, as the centrifugal force may throw the pills against the wall of the dish and out of contact with the salol.

Resting the vessel upon the counter or the hand during rotation and using just enough rotation to keep the pills separated gives the best results. The vessel should be rotated or rocked until free from sensible heat. The pills are then turned into a box. The coat of salol taken on in the first treatment will not usually mask the color of a black pill.

For the second treatment the dish is again heated, just sufficiently to melt the salol remaining, when it has cooled to some extent, the salol still liquid, the pills are put back into it, and rotated as before until cold. The second treatment will show a decided change in appearance.

A third application of salol is made in the same manner. This treatment appreciably increases the shell of salol.

For the fourth coating it is necessary to supply more salol, usually about one-third of the original amount taken, it being added to whatever remains in the vessel. For the fourth and final coating the vessel does not need to be made any warmer than for the first three coatings, nor is it necessary to transfer the pills to another dish, as suggested by the National Formulary.

The rough, uneven appearance of the coating that may be met with in one's first efforts can be repaired by heating sufficiently to melt off all the salol, and then resorting to proper conditions This rough appearance is usually due either to insufficient salol or to a sudden drop in the temperature of the melted salol. Should the partly coated pills be thrown into a vessel that is too hot, the salol will be melted at the point of contact and the pills show unevenness when salol has been lost or even bare spots. To remedy this appearance, melt off all the salol and return to the conditions outlined.

As to the number of pills that can be coated in a vessel of given size, from twenty to thirty can be conveniently done in the one described. Even fifty can be done in this vessel, but experience will be needed. For fifty or more pills a larger dish should be provided, or the lot divided for treatment.

To indicate the wide scope of possibilities in salol-coating, pills which had been massed with petrolatum have been coated. Gelatin capsules are also ordered to be salol-coated. This can be done by the same method. Even hard capsules containing liquids such as creosote can be coated by first placing the capsule inside of a slightly larger one. Soft elastic capsules may also be enveloped in salol, as the sample shows.

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Some Reasons Why a Pharmacist Should Make His Own Preparations.

By John F. McAnulty, Jr.

The question as to whether a pharmacist should make his own preparations or buy them already made will probably always remain an open one.

There are many good arguments that can be advanced by either side, but after all is said, the matter rests with the individual case. Beyond doubt, a pharmacist can make most of his own preparations more scientifically, and cheaper, than the big manufacturer. He does not, it is true, have the same facility to get up as artistic a package, but he has the advantage of being able to say he made it himself.

There is a good bit in the knowledge of every step, and ingredient used, in the manufacture of a preparation bearing your name. In fact, it clinches your selling arguments, for a customer instinctively knows when you are telling the truth about a preparation.

You may assert all you please about having the goods made for you under your own formula, but when your customer buys the same package with another man's name inserted at the bottom of the label, down the street, your talk is worse than useless. The confidence of the customer in you is killed forever.

The question of saving money also counts, as money saved is surely money earned.

Take a cough syrup like the white pine cough syrup of the N. F. for instance. Almost every pharmacist in this State uses a syrup of white pine during the winter months. Many buy their preparations already made under the transparent argument of being able to do it cheaper, without the trouble and bother to manufacture and bottle one of their own.

Do you know that you can make a syrup according to the N. F. formula for syrups pini strobi compositus, bottle it in 3½ ounce bottles, label and put in a carton for 5 cents? Can a manufacturer guarantee you a N.F. syrup for any price near that?

The price will hold good for a small as well as large quantity of the syrup, and you have the assurance of selling a preparation that is standard, good and therapeutically efficient. By adding a half ounce of syrup of tar to each bottle, you have a white pine and tar cough syrup that is sure to please.

Then there are corn remedies. The general demand seems to be for the green liquid preparations, and the collodium salicylatum compositum N. F. fills this demand nicely. This can be dispensed in 2-drachm vials, having a brush or glass rod attached to the cork or stopper, at 4 or 5 cents a bottle. How does that compare with 75c. per dozen in 6 dozen quantities? This is the price you pay for an article that is not even N. S. This article generally sells for fifteen cents, and thus yields a nice profit.

Cold cream is another preparation that can be made cheaper and better at your own store. For prescription use none but the U. S. P. article should be dispensed. This keeps well if the ingredients used in making it are of good quality.

There is a demand for a cheaper cold cream and one that will keep practically forever under almost any condition. The popular taste runs to the petroleum-oil cold creams. A very good formula for such a cold cream is that of the U.S.P., unguentum aqua rosæ, substituting white mineral oil for the sweet almond oil, and using the same method of manipulation.

Such a cold cream can be made for 17 or 20 cents per pound, as against a prominent manufacturer's price of forty cents in five-pound quantities. You can make a single pound for 20 cents.

A nice jar can be bought, having a design and the words "cold cream" stamped on the lid for about 3 cents for ½-ounce, 5 cents for 1-ounce, and 7 cents for 2-ounce.

Therefore, an ounce package of cold cream made in this way costs about 6 cents and retails for 15 cents. You cannot buy as good a cold cream for less than 75 cents per dozen, and the packages are short measure.

From the foregoing it is not hard to see where many dollars can be saved in the course of a year by the pharmacist making his own preparations.

There is always the additional satisfaction of being able to stand back of a preparation and say, "I made it and know it is good." The personal element counts for much in the drug business these days, and it is only by developing a good personality with your customers that the influence of the chain stores' machine-working clerks can be successfully combatted. —*Proceedings New Jersey Pharmaceutical Ass'n.*

Thrift.

The spirit of thrift is opposed to waste on the one hand and to recklessness on the other. It does not involve stinginess, which is an abuse of thrift, nor does it require that each item of savings should be a financial investment. The money that is spent in the education of one's self or one's family, in travel, in music, in art, or in helpfulness to others, if it brings real returns in personal development or in a better understanding of the world we live in, is in accordance with the spirit of thrift.—*David Starr Jordan.*

Looking for the Non-Advertiser.

When Mark Twain, in his earlier days, was editor of a Missouri paper a subscriber wrote him that he had found a spider in his paper and asked him whether it was a sign of good or bad luck. The humorist wrote him this answer:

"Old Subscriber—Finding a spider in your paper was neither good luck nor bad luck. The spider was merely looking over our paper to see which merchant is not advertising, so that he can go to that store, spin his web across the door and lead a life of undisturbed peace forever after."

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Free From Any Adulterant

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John Wyeth & Brother

INCORPORATED

Philadelphia, Pa.

British Columbia Pharmaceutical Association.

Semi-Annual Examinations.

The following are the examination papers used at the Semi-Annual Examination of the B. C. Pharmaceutical Association, October 6th and 7th, 1915.

MAJOR EXAMINATIONS.

MAJOR DISPENSING.

Examiner, John J. Cochrane, Esq.

Time allowed, two hours.

Note.—Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and despatch will be rated.

1. Jas. Macey.

℞ Ext. Hyoscyam. ..... gr. ii
Camphorae ..... gr. i
Ol. Theobromat. ..... q.s. gr. xv
Ft. Suppos. i ..... Mitte vi
Sig. Mod. praescript. h. s. injic.
F. M. A.—M.D.

2. Mrs. Morrison.

℞ Menthol ..... gr. 1-6
Sod. Bicarb. ..... gr. x
Bismuth Carb. ..... gr. v
M. Ft. pulv. i ..... Mitte tales vi
Sig. Pulv. unum ex cyath. parvo lact. deglut.
H.P.C.—M.D.

3. Henry Durham.

℞ Aloin ..... gr. vi
Ferri Redact ....
Quin. Sulph. ..... aa gr. xii
Pil. Rhei Co. ..... ℥ ss
M. Div. in pilulas decem.
Sig. Cap. unam, ac nocte per hebdom.
J.D.M.—M.D.

4. Miss Sargent.

℞ Terebeni ..... ℥i
Spt. Chloroform ....
Tinct. Tolutanae ..... aa ℥ii
P. Acaciae ..... ℥iv
Syr. Simp. ..... ℥vi
Aq. Menth. Pip. ..... q.s. ad. ℥vi
M. Ft. Emuls.
Sig. Coch. mod. omn. bihor. urgente tussi sumend. phiala prius concussa. F.B.G.—M.D.

5. Geo. McPherson.

℞ Sod. Bibor. (xtls) .....
Zinci Oxid. ..... aa ℥i
Camphorae ..... gr. x
Liq. Picis ..... ℥i
Adipis ..... ℥ss
M. Ft. Ung.
Sig. Hujus ung. pauxillum bis ind. partes affect. applic. B.F.G.—M.D.

MAJOR PRESCRIPTIONS.

Examiner, John Cochrane, Esq.

Time allowed, two hours.

1. Extend into full Latin and translate into English:

℞ Sod. Tart. ..... ℥iiiss
Tinct. Sennae ..... ℥ss
Tinct. Jalap ..... ℥i
Aq. Menth. Pip. ..... ℥iii
M.
Sig. Cap. dimid. stat. et semih, elaps. quod. reliq. est.

2. (a) State the solubility in water at 60 degrees F. of the following substances, respectively:

Mercuric Chloride; Chloral Hydrate; Borax; Sodium Carbonate; Iron and Quinine Citrate.

(b). Through an oversight in stock-keeping you find that you have Arsenious Acid only in 1-30 grain tablets and Strychnine Sulphate only in 1-20 grain tablets. How many of each would you use in dispensing the following? Show work.

℞ Ac. Arsenios ..... gr. 1-40
Strych. Sulph. ..... gr. 1-50
Pil. Ferri ..... gr. v
Ft. Caps. i Mitte xxx.

3. How would you prepare?

℞ (a) Myrrhae ..... ℥i
Ferri Sulph. ..... gr. xxv
Sacch. Alb. ..... ℥i
Potass. Carb. ..... ℥ss
Spt. Myristic ..... min. xx
Aq. Rosae ..... ℥x
Ft. Mist.

℞ (b) Ung. Hydrarg ..... ℥x
Cerae Flavae ....
Ol. Olivae ..... aa ℥vi
Camphorae ..... ℥iii
M. Ft. Ung.

4. (a) Extend into full Latin and give English translation for:

Hodie; Concisus; Prandium; Cuj. Subinde; Dieb. tert.; Ppt.; F. h.; Guttat.; Ov.

(b) Give Latin translation for:

Let the patient take one like this; Boil; Every other hour; In the usual manner; Let it be divided into equal parts.

5. (a) Transpose prescription (a) in question 3, into the Metric System of weights and measures, giving the exact equivalents of the quantities there specified.

(b) What are the physical characteristics of well prepared pills?

(c) State the theory of Emulsification.

6. (a) Is the following mixture incompatible? If so, why? How would you dispense it? Is any new substance formed?

℞ Sod. Bicarb .. ..

Potass. Iodid. ....aa 5iii
Acid Salicylic 5ii
Tinct. Gent. Co. 5iv
Aq. Cinnam. ....q.s. ad. 5vi

(b) Write a prescription for an aqueous solution of Potassium Permanganate of such strength that one tablespoonful of this solution with water to make one imperial pint will result in a solution of 1 of Potassium Permanganate in 1000. Show work.

7. Give the B. P. dose of:

Sod. Sulphocarbol.; Caffein. Cit.; Plumbi Acet.; Paraldehyde; Hydrarg. Iodid. Rub.; Ext. Ipecac. Liq.; Menthol; Morph. Tart.; Terebene; Inj. Apmorph. Hypoderm.

8, 9 and 10. Oral Examination.

MAJOR CHEMISTRY.

Examiner, J. M. Fisher, Phm. B.

Time allowed, two hours.

1. Define—Atom; Molecule; Element; Chemical Formulae.

2. (a) What is the meaning of the term Valency?

(b) State the valency of the following: Calcium; Carbon; Iodine; Lead; Nitrogen, Sodium.

3. Explain the term Graphic Formula and demonstrate by writing the graphic formula for Sulphur Trioxide.

4. Write notes on the influence of various forms of energy, as heat, light and electricity, upon chemical affinity.

5. Describe briefly two processes for the production of Acetic Acid.

6. What weight of Acid Acetic (containing 33 per cent. absolute acid) would be required to neutralize one kilo of Anhydrous Sodium Carbonate. Show all the work.

7. Complete the following equations:

$NaCl + H_2SO_4 +$ =
$NaHSO_4 + NaCl +$ =
$Na_2SO_4 + 4C +$ =
$Na_2S + CaCO_3 +$ =

8. Mention a chemical incompatibility of each of the following, and write an equation illustrating the same: Chlorides; Iodides: Alkalies.

9. Given two solutions, one containing Bichloride of Mercury and the other Nitrate of Silver, how would you identify them?

10. To the presence of what element does chlorinated lime owe its bleaching power, and explain its action?

MAJOR PHARMACY.

Examiner, J. M. Fisher, Phm. B.

Time allowed, two hours.

1. (a) What is the basic unit of the metric system? How was it obtained?

(b) Name the other units of the system and explain how they were derived from the basic unit.

(c) Enumerate the multiples and sub-divisions of the unit of weight.

2. Give in detail the process for preparing Aromatic Spirits of Ammonia, with reasons for each step.

3. Write notes on the collection and preservation of each of the following classes of crude drugs: Barks; Leaves; Flowers.

4. State the strength of each of the following: Tr. Iodi Fortis; Tr. Iodi Mitis; Tr. Opii; Tr. Strophanthus. Why is ether used in preparing Tr. Strophanthus?

5. Name three sources of heat for pharmaceutical purposes, stating advantages and disadvantages of each

6. Within what limits does the B. P. permit Sweet Spirits of Nitre to vary in strength and why is this variation allowed?

7. (a) What weight of Liq. Ammon. Fort. B.P. would be required to prepare 15 pounds of Liq. Ammon. B.P.? (b) What is the commercial sources of Ammonia? (c) How would you detect the presence of tarry impurities?

8. What is a poison? State what you would do in case of poisoning by each of the following: Alcohol; Concentated Lye; Carbolic Acid.

9 and 10. Oral Examinations.

MAJOR MATERIA MEDICA.

Examiner, F. C. Steaman, Phm. B.

Time allowed, two hours.

1. (a) Name five roots, four barks, two gums and three leaves of the B. P. that contain Tannin. (b) Of barks, roots and leaves, name a couple that do not contain Tannin. (c) Name the chief source of Tannic and Gallic Acids, and give the plant name and N. O. of source of supply.

2. State how the following should be kept in stock to avoid deterioration: Cantharides; Ergot; Prussic Acid; Oil of Lemon; Pyrethrum; Gum Camphor.

3. (a) Mention 6 alkaloids of the B.P. and give their source and medical properties. (b) Name the official sugars of the B.P., and state source from where derived.

4. Catechu: Give plant name, geographical source, and medical properties. Describe how produced for commerce and compare gross appearance and therapeutic uses with Kino.

5. (a) What is the percentage of Morphine obtained from Opium, moist and dry? (b) How many species of Cinchona Bark are recognized, and how many officially? State plant name of the official varieties and the percentage yield of Quinine. (c) State the percentage yield of Strychnine from Nux Vomica. (d) Give the B. P. requirements of Quinine in Ferri et Quin. Citras.

6. Name the official balsams of the B.P., stating the therapeutic value and botanical and geographical source of each one distinctly. State a chief characteristic of Balsams.

7. Write full Materia Medica notes on the following: (a) Juniperus. (b) Colchicum.

8. What are the following: Ferula Foetida; Barosma Betulina; Cassia Acutifolia; Picraena Excelsa; Santalum Album; Ipomoea Purga; Aspidium; Oleum Europaea; Ricinus Communis; Elettaria Repens.

9 and 10. Oral Examination.

MAJOR BOTANY.

Examiner, F. C. Stearman, Phm. B.

Time allowed, two hours.

1. Describe briefly the following: Symmetrical Flower; Regular Flower; Hermaphrodite Flower; Dichlamydeous Flower; Thorus; Corolla; Calyx.

2. Of what use are the following as regards the nutrition and formation of plant life: Phosphates; Iron; Silicates; Sulphur.

3. Describe briefly the divisions or classifications of roots under the Terrestrial formation and make drawings of each applied form to explain work.

4. What do you understand by the following terms: Spathe; Venation; Testa; Multiple Fruit; Polyrhizal; Stolon; Dichotomous Branching; Coma.

5. Define the following terms and give examples coming under each division: Cremocarp; Tryma; Sorosis; Cone; Silique; Galbulus; Caryopsis.

6. Write a short note on Parasitic Plants, give an example, and state how they differ from Saprophytes.

7. Describe what constitutes the fibro-vascular and epidermal systems in plants and modified uses of each.

MINOR EXAMINATION.

MINOR DISPENSING.

Examiner, John Cochrane, Esq.

Time allowed, two hours.

Note— Candidates will dispense, label and wrap these prescriptions as if they were intended for patients. Neatness, cleanliness and despatch will be rated.

1. Miss Freeman.

℞ Pulv. Opii ....gr. 1·66
Sacch. Lact. ....gr. iii.
Ft. Pulv. Mitte vi
Sig. Unum omn. noct. sumend.
S.F.H.—M.D.

2. Master Harlan.

℞ Ol. Ricini 3ii
P. Acaciae 3vi
Syr. Simp. 3i
Aq. Menth. Pip. .. ..q.s. ad. 3vi
M. Ft. Emuls.
Sig. Cap. coch. ampl. primo mane si opus sit.
H.P.F.—M.D.

3. Mrs. Bartlett

℞ Sulphur. Subl. 3ii
Beta-Naphthol..... ....3ss
Liq. Picis. 3i
Adipis 3ss
M. Ft. Ung.
Sig. More dicto omn. nocte utend.

4. Richard McDonald.

℞ Ext. Bellad. ....gr. iii
Quin. Sulph. ....gr. x.
Pil. Rhei Co. ....℈ ii
M. Div. in pil. No. x.
Sig. Pil. unam de die in diem sumat.
B.J.S.—M.D.

MINOR PRESCRIPTIONS.

Examiner—John Cochrane, Esq.

Time allowed, two hours.

1. How would you prepare:

(a) ℞ Hydrargyri 3ii
Conf. Rosae 3iii
P. Glycyrrh. Rad. 3i
M. Ft. Mass. pil.

(b) ℞ Hydrarg. Subchlor. ....gr. xxx.
Glycerini..... ....3iv
Muc. Tragac. 3x
Liq. Calcis ....q.s. ad 3x
M. Ft. Lotio.

2. Name and define the parts of a prescription, illustrating your answer with a simple prescription.

3. Translate into English the following:

Recipe
Codeinae Phosphatis ....grana tres
Spiritus Chlorformi ....minima triginta
Syrup Aurantii ....
.....drachmas duas cum semisse
Aquae Cinnamomi quantum suffit ut fiant .....
....uncias quatuor
Misce. Capiat coch. parv. ex aq. p.r.n.

4. Criticise the following prescriptions, indicating any errors or any changes likely to occur:

(a) ℞ Ammonii Chlorid. ....
Ammonii Carb. ....aa 3ii
Tinct. Aconiti 3iii
Syr. Tolu ....
Syr. Scillae ....aa 3i
Aq. Menth. Pip. ....q.s. ad. 3vi
M. Sig. 3iv every two hours.

(b) ℞ Potass Permang. ....gr. x
Strych. Sulph. ....gr. i
Pil. Rhei Co. 3i
M. Div. in pil. No. XX.
Sig. ii for a dose, daily.

5. Give English names for: Carui Fructus; Filix Mas; Gossypium; Humulus; Sapo durus.

Give B. P. Latin names for: Seidlitz Powder; White Precipitate; Cloves; Sherry; Lactose.

(b) Write a prescription in the ordinary form for six fluid ounces of a 2 per cent. solution of Nitrate of Silver in water and state what precautions should be taken in dispensing same.

6. Give English translation of: Quantus vis; Guttatim; Gargarisma; Bene; Fortis; Flos; Folium; Nox; Q. p.h.; Omni bihorio.

7. Give the B. P. dose of: Acid tannic; Butyl-Chloral-Hydras; Cocain. Hydroch.; Ext. Bellad. Aleh.; Salol; Tinct. Opii; Salicine; Liq. Morph. Tart.; Phenazone; Hydrarg. Perchlor.

8, 9 and 10. Oral Examination.

MINOR CHEMISTRY.

Examiner, J. M. Fisher, Phm. B.

Time allowed, two hours.

1. (a) Define Chemistry. (b) Distinguish between physical and chemical changes, giving examples.

2. Define the terms: Chemical Affinity; Synthetic Reactions; Analytical Reactions.

3. (a) What system is followed in the use of symbols to represent the elements? (b) Explain the origin

of the following names of elements: Chlorine; Argon: Hydrogen: Iodine: Oxygen.

4. Explain the term "chemical equation" and complete the following examples:

$AgNO_3 + NaCl$ =
$2Na + 2(H_2O)$ =
$2HCl + Zn$ =

5. State the atomic weight and valency of each of the following: Silver; Iodine; Iron: Potassium; Chlorine.

6. Write notes on Oxygen, giving atomic weight, valency, preparation, collection and properties.

7. Explain briefly the use of the following test solutions: Mucilage of Starch; Solution of Litmus; Solution of Phenolphthalein.

8. Write equations demonstrating the preparation of Calcium Hydroxide from marble.

9. Name three organic acids and three inorganic acids and give the chemical formula of each.

10. State the following laws of chemical combination: Dalton's law of definite proportion by weight. Dalton's law of multiple proportions by weight.

MINOR PHARMACY.

Examiner, J. M. Fisher, Phm. B.

Time allowed, two hours.

1 (a) What two systems of weights are in use in compounding prescriptions and in commercial transactions? State the relation between the ounces of the two systems. (b) Give the imperial equivalents for the following metric quantities: One Millilitre: 1 Gramme: One Centigram; One Litre: One Kilogramme; One Decimil.

2. Define Filtration and Colation. Describe the carrying out of each operation, stating the various materials and apparatus required and any precautions that should be observed in their use to obtain rapid action and a perfect product.

3. Describe the methods of removing the supernatant liquid from a precipitate and also two methods of washing a precipitate.

4. Enumerate the ingredients in each of the following and give the B.P.synonym of each: Linimentum Camphorae: Pulveris Ipecacuanhae Compositus: Spiritus Chloroformi: Tinctura Camphorae Composita.

5. What is the strength of each of the following and the menstruum used in their preparation: Spirit of Peppermint: Tr. Ferri Chlor.: Tr. Lobeliae Ethereal: Liquor Trinitrini: Liq. Ext. Cascara Sagrada.

6. How are the following prepared: Adeps Lanae Hydrosus; Infusion Digitalis: Liquor Calcis.

7. Give the sp. gr. of each of the following: Aqua Laurocerasi: Confection of Senna; Decoct. Aloes Co.: Liq. Ext. Cascara Sagrada: Liq. Sxt. Glycyrrhiza: Glycerinum; Infus. Digitalis; Liq. Ammon. Acet.: Liq. Calcis: Liq. Hydrogenii Peroxidi.

9. Enumerate the strengths of alcohol official in the B. P.

10. In preparing Liq. Ammon. Acet. what means would you employ to determine when the Acetic Acid was neutralized?

MINOR MATERIA MEDICA.

Examiner, F. C. Stearman, Phm. B.

Time allowed, two hours.

1. Define the term "Materia Medica."

2. Krameria: State N. O. to which it belongs, plant name, where produced, medical properties and most of the official preparations.

3. Mention a few vegetable drugs that might come under your daily notice and state medical properties in each case.

4. Theobroma: Give plant name, natural order, average percentage yield, melting point, medical properties and state where produced and how produced for commerce.

5. What do you understand by the following terms, and mention a couple of prepartions that might come under each head: Glyceroles: Misturae: Medicated Vinegars: Syrups; Infusions.

6. Describe briefly the production of Thyroid and Pepsin, stating the characteristics and medical properties of each. How should they be kept in stock?

7. State the source of the following and for what purposes are they principally used: Ox. Gall: Adeps Preparata: Calumba: White Wax: Hydrastis.

8. (a) Define the following terms and mention a few official drugs coming under the head of each: Alteratives: Mydriatics: Carminatives: Deodorizers: Stypties: Anti-emetics. (b) What do you understand by the terms Posology, Toxicology, Toxic Dose and Lethal Dose? (c) Describe how poisons get into the system.

RESULTS OF EXAMINATIONS.

MAJOR.

Passed (in order of merit)—J.J. O'Neil, Vancouver, B.C.: H. F. Morrow, Victoria, B.C.: E. T. Weir, Abbotsford, B.C.; Frank Moran, Vancouver, B.C.

Passed now and on previous occasions—H. Battsan, New Westminster, B.C.; B. A. Emery, Victoria, B. C.; Earl Hareus, Vancouver, B.C.; Walter Jaynes, Kelowna, B.C.: J. H. Lemmax, Victoria, B.C.; R.A. Royston, Duncans, B.C., J. T. Smith, Vancouver, B.C.: A. J. Teiffel, Vancouver, B. C.

Starred in subjects: Botany—W. J. Lyle, Vancouver, B.C.; E. H. Lyle, Vancouver, B.C.: H. Polonis, Vancouver, B.C.

MINOR.

Passed (in order of merit)—Franz McNary, Vernon, B.C.: W. Fisher, Victoria, B.C.: S. Murphy, Vancouver, B.C.; D. H. Soule, Victoria, B.C.

Passed now and on previous occasions—A. G. Caswell, Victoria, B.C.: L. C. Macken, Vancouver, B.C.

J. A. TEEPORTEN GOLD MEDAL.

For minor general proficiency, embracing the examinations held in April and October, 1915—Norman G. Watson, Armstrong, B.C.

Business Building and Salesmanship.

By Geo. W. Allen, Advertising Manager Consumers' Gas Co., Toronto.

(*Continued from October issue*)

Any Company that fails to take advantage of true services rendered and pay full value in return also will find that its efficiency will be lessened to a more or less degree.

But who is to determine what is true and efficient service? Most of us are apt to feel that we should receive more money than we are now getting, but who is to determine this must always remain with the Company. If the Company is just it will formulate a standard of pay based on the standard practice adopted by efficient Companies in other places, so that men are paid in accordance with their worth.

This brings us to the question of a man's worth to any Company.

No man is perfect. From actual facts we find that the vast majority of men are far from being perfect. In fact the average man only uses about ten to fifteen per cent. of his intellectual powers. It is his intellectual power which largely determines his ability, reliability, industry and knowledge.

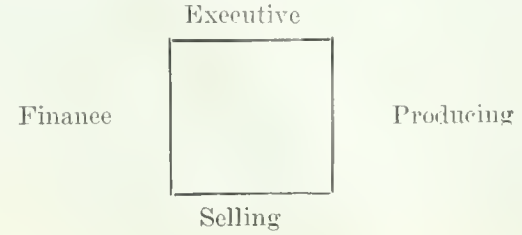
We find, therefore, that to succeed, whether as a company, organization or individual, we must be ready to render efficient *service*. If a Company wants to keep its customers it must render good service. An employee, in like manner, caters to the employer. If he wants the employer to purchase his services, he must go about his personal business, of whatever nature it might be, in such a manner as to win the confidence and good will of his customer, which in this case would be his employer.

When a Company hires a man it does so with the object of getting certain results at a certain price. If the results are good and are greater than expected the Company should remunerate accordingly if it would succeed in the true sense of the term.

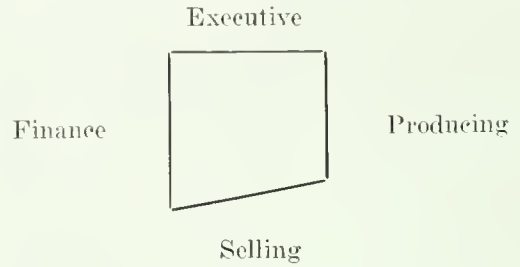
We all pay out our good money hoping to get some good in return. If we do not receive this good or service, we generally give up dealing with the person or persons who dealt us the bad service. Likewise, it has been the case with employers. They pay out hoping to get just return. How good this return is will be shown on the balance sheet at the end of each year.

Every organization should have all its departments working harmoniously together. No department is independent of another. Rather every department should be interdependent.

This is ably shown by the following diagram. Each side of the Company should be equal to the others.



If the producing department, for example, is not living up to the demands of the business we find a shortening effect, with the result shown below:



From this we see that the figure becomes misshapen, and its area, or success, grows smaller.

Each department is apt to think its work of chief importance. In one sense they are each right, but in the larger sense they are all wrong. Each is dependent upon all the others. In proportion as any one of these functions lags, the whole organization suffers.

We find then that the success of any institution is only the sum of the successes of every individual comprising it.

Business has become a science, the science of any business being the science of real *Service*.

The three main factors in successful business practices are:

First. The development of the Unit or Man part of the organization.

Second. The Study of the Goods, Business or Services.

Third. The Study of the Patron or Customer.

We will take these up in proper order during the succeeding lessons.

A man starting out on the road to success either in business or as a salesman, must consider the five necessary qualities essential to success.

First. We have honesty. All men should know that honesty is the only policy, in fact there should be no degrees of honesty. A man should be honest because it is a moral right, and because *it is right*. If in dealing with employers, customers, or patrons, confidence is not gained, then there is no possibility of success. All sales transactions must be built on a solid foundation of confidence.

Secondly. *Health* is a necessary asset. No man can be strictly reliable in the broad sense of the term, if his health is not good. A man who through neglect of himself or otherwise, is not in the best condition to do business cannot render as efficient service as otherwise might be the case.

Thirdly. *Ability*. Ability is the power of being able to do things, and ability only comes to the man who makes it a point to know all he can about himself first; business, second; and customer or patron, third.

Fourth. *Industry*. An industrious man is far from

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MONTREAL

being a lazy man. If a man thoroughly grasps the principles underlying true success and acts on them, he very soon will find that industry is one of the five essential characteristics of true business success.

Fifth. *Knowledge*. It has been said that knowledge is power. This is only partly true. Knowledge applied equals power. Before we can apply knowledge we must acquire it, and how this is to be done will follow in our next lesson.

In proportion as each of us develop the above five qualities, so also will be our chances for success. A man may lack only one of the five points, but whatever the lack, so much harder will the road of success be to climb.

Each student is asked to answer the following questions. Use plain foolscap paper.

Sign Name and Address Plainly.

1. What is Salesmanship?
2. What kind of Service results in business building?
3. What is knowledge?
4. Why is "common sense" so important in business success?
5. What department of a firm comes into the closest contact with the public?
6. Name the five necessary qualities of a successful man.
7. What is meant by business initiative?
8. Have you ever had any selling experience?

Writing Tablets.

A recent addition to the line of writing tablets carried by Buntin, Gillies Co., Ltd., Hamilton, is the "Navy Bond" (a Canadian-made paper) with an embossed cover showing a British Battleship, made in both note and letter sizes, ruled and plain. Other new lines include the "Duplicate Tablet," with a perforated white sheet, ruled or plain, interleaved with copying paper, and "Dimity" in letter size. This house was the first in Canada to make writing tablets, and has always been the first to add new and interesting lines to their range.

A little girl wrote the following composition on men: "Men are what women marry. They drink and smoke and swear, but don't go to church. Perhaps if they wore bonnets they would. They are more logical than women, and also more zoological. Both men and women sprung from monkeys, but the women sprung further than the men.

Doctor: "You must be careful, man. The influenza is not so very dangerous, but may have extremely unpleasant consequences."

Patient: "I noticed that when I got your bill the other day."

Correspondence

"Somewhere in France."
Monday, October 11, 1915.

EDITOR THE CANADIAN DRUGGIST:

Dear Sir:—

Your letter of September 10th reached me two weeks ago, but, owing to our being "call troops" and constantly moving from one part of the line to another, I have neglected a reply.

At present we are resting for a few days, and it gives me great pleasure to fulfil the obligation.

We have been in France three weeks and,during that time, we have crowded a lot of new experiences into our lives.

Landing at ——— we rested the night and then entrained for ———, where we were in hearing of the sound of the guns. We marched into the town and rested on the square, whilst our officers found us billets for the night.

Our stay in this town lasted five days, after which we marched on nearer the firing line and bivouacked the first night.

The next day we moved on and spent the night in wooden huts. These huts are built to hold twenty men, and, although roughly constructed, they fulfil all requirements, and are a decided advantage over bivouacking—especially in wet weather.

It was during our stay in these huts that we experienced life in the first line trenches.

We were broken by troops who had been "through the mill," and although our stay only lasted 24 hours, we gained some conception of the serious part of the war.

The reception accorded us by Fritz was rather warm, but we finally arrived in the firing line without any casualties. The weather was by no means favorable for a first night. Rain had fallen heavily the night previous, and occasional showers fell during the day. Consequently the trenches were muddy, which made it disagreeable standing about. We immediately took up our duties, and everyone was eager to do his part.

I was detailed for "listening post" guard, and I did five hours' duty, being relieved at intervals of two hours. Other of the boys was on the same duty—some constituted a working party, whilst the rest remained in the trench. I may say that the "listening post" is in advance of the firing line, and very often the object of hate by snipers, who constantly shoot in the close vicinity, presumably in the hope of getting the lookout. We were on duty the whole twenty-four hours. Things were very lively this night, but our discomfort was nothing compared with those of the boys who were in the trenches then, and, had not any sleep for three nights. Since leaving the firing line we have moved twice. Our first move was into the reserves where we were billeted in dug-outs.

The following day we took up a position in a wood in dug-outs, and stayed there a week.

The 2nd Regiment of our brigade suffered slightly in the 1st line, 3 killed and several injured.

We arrived here on Sunday morning at 1 o'clock, and are spending an easy time, enjoying an occasional game of football to keep us fit, and other light exercises.

To-morrow we are to be inspected by General Alderson. If I may say a few words about the devastated appearance of the country it is, that the accounts in the papers are very reliable, for there are general signs of wanton destruction. The science of war and the system, especially the Army Service Corps Branch, is remarkable.

The part taken by the engineers is very creditable, and the co-operation of airmen and artillery are remarkable.

Hoping to be able to find time to write to you more fully, I remain,

Yours truly,

CHARLES LAMB.

A Note on the Value of Preservatives in the Syrup of Iron Iodides.

BY GEORGE M. BERINGER.

In the U. S. P., eighth revision, diluted hypophosphorus acid to the extent of 20 c.c. to 1000 gm. has been added to this syrup as a preservative. Several of the foreign pharmacopoeias have used organic acids for the same purpose, the Austrian Pharmacopoeia directing 0.1 per cent. of citric acid, the Swiss Pharmacopoeia 0.5 per cent. of citric acid,and the French Pharmacopoeia 0.1 per cent. tartaric acid. The German Pharmacopoeia, the British Pharmacopoeia, the Danish Pharmacopoeia, the Swedish Pharmacopoeia, and the Italian Pharmacopoeia do not direct any preservative, dependence being placed upon the use of sufficient sugar.

In order to test out the relative value of these preservatives six samples of syrup of iron iodide were prepared on October 15, 1913. In all of these the official process and manipulation and percentage of iron, salt and sugar was carefully followed. These samples were preserved in my laboratory and not exposed to direct sunlight for several months. On December 18th their condition was observed and noted. Subsequently these samples were filed with Chairman Remington and preserved in his laboratory with the other pharmacopoeial samples until a few days ago, when I obtained them for observation of the further changes that had taken place. In the tabulation below, the appearance on these two dates of each sample is noted:

No. 1. Proportions of the U. S. P. formula, but without any preservative.

On December 18th this sample was slightly yellow, it is now of a pale green color and appears to be in perfect condition.

No. 2. U.S.P., eighth formula, without any variations. On December 18th this sample was very pale, but perfectly clear. It was noted that the green color had gradually faded out and the sample was much lighter in color than when first prepared. This is in accordance with the observations on this formula that had been previously reported.

This sample is now of a light yellow color and there is evidence of some change in the sugar; the change that we have commonly considered as caramelizing which takes place in the presence of hypophosphorous acid to a moderate extent.

No. 3. Proportions of the U.S.P. with the addition of 0.05 per cent. of tartaric acid. This sample on December 18th had assumed a distinct yellow color. It has now faded until it is almost colorless.

No. 4. Proportions of the U.S.P. formula with 0.1 per cent. of tartaric acid. On December 18th this sample had retained the light green color of about the same tint as when first prepared. It now shows no change and appears to be in perfect condition.

No. 5: Proportions of the U.S.P. formula with the addition of 0.05 per cent. of citric acid. On December 18th, the sample was of a very light green color and preservation appears to have been perfect. It now shows no further change.

No. 6. Proportions of the U.S.P. formula with the addition of 0.1 per cent. of citric acid. On December 18th this sample had retained its original pale green color, and at this time preservation appears to have been perfect.

Conclusions: If syrup of iron iodide is carefully made, and with the proper amount of sugar, no preservative whatever is needed. However, to overcome the careless manipulations on the part of some druggists, it has been deemed advisable to add a preservative. Hypophosphorous acid has the advantage of a reducing value which is not possessed by the organic acids suggested for this purpose. It has, however, the disadvantage that in the strength directed it will act upon sugar in strong sotions and darken the syrup. This could be overcome by substituting glycerin for a portion of the sugar directed in the formula.

The Power of Trial Case Lenses.

The lenses of the trial case are marked in numbers, but in the higher powers of the plus lenses are purposely incorrectly marked. The practical test of the power of a lens is made by neutralising, but in the high power lenses equal powers of plus and minus will not neutralise because of the thickness of the plus lenses. So in practice trial case lenses are made correctly for the minus powers, for these are thin at the centre, and then the plus powers are made to neutralise the minus ones accordingly. For instance, a plus 20 D. lens is not one which has a principal focus of five centimeters, or two inches, but one that will neutralize exactly a minus 20 D. lens. As a matter of fact it is about two diopters less than 20 D. As all high power plus lenses are made on the basis of neutralisation the plan works well in practice.—*The Optician.*

Hot Soda.

The season has now commenced when Hot Soda will be the favorite "tipple." For the down town drug stores, especially in the cities, this can be made a very profitable side line, and those who have not already taken this up will do well to inquire into it, and if deciding to use it as a side line, push it energetically, not waiting for the public to discover that he has Hot Drinks, but bringing it so prominently before them that they will feel impelled to purchase.

Hot Soda may not only be made a profitable "side line," but it can be a means of increasing sales in other lines of goods, and it is in this direction that it will probably show largely increased results. Hot Soda does not need a large investment, and profits are good, so that the man who goes into it can be sure of increased revenue.

It is very evident that the sales of Soft Drinks must largely increase, in view of the fact that so many towns and villages will be "dry." The adoption of Local Option and and Temperance Legislation which has been enacted in some of the Western Provinces, must mean a largely increased consumption of hot and cold soda, and drinks of a somewhat similar character, and druggists will have an excellent opportunity of largely increasing sales in this line, an opportunity which should not be neglected as it will prove to be an excellent addition to their business and a profitable side-line at all seasons.

Hot Drink Formulas.

Chicken Bouillon.—This has been made possible by the chicken bouillon cube which is new this season. Prepare it as follows, and you will find it very good: Dissolve the cube in a little water, add two teaspoonfuls of cream, the least bit of red pepper and a little powdered cinnamon, and fill with hot water.

Clam Broth.—Put one and a half ounces of clam bouillon into a hot soda mug, and season to taste with salt and pepper. Fill with hot water, and add a small piece of butter.

Malted Milk Clamette.—Pour two ounces of clam bouillon into the mug, into this add a heaping spoonful of malted milk, add a little salt and fill with hot water and top with a little whipped cream.

Tomato Bouillon.—This is rapidly becoming one of the leaders, especially at those fountains at which it is served as a finished beverage. It will pay you to serve this if no other finished bouillon. The equipment necessary is a small gas plate and an aluminum Worcestershire sause and one drop of tobasco sauce. Fill with hot water and stir until the cube is dissolved.

Bouillon Hongroise.—Put a beef cube into a cup and dissolve in hot water. Add two teaspoonfuls of tomato catsup and one-half ounce of cream. Fill with hot water and season to taste with pepper and salt.

Hot Egg Bouillon.—Liquid extract of beef, ½ to 1 fluid ounces; one egg; salt and pepper to season; hot water enough to fill an eight-ounce mug. Stir the extract, egg and seasoning together with a spoon until well mixed, add the water, stirring briskly meanwhile, then strain, and serve. Or shake the egg and extract in a shaker, add the water, and mix by pouring back and forth several times from shaker to mug.

Hot Egg Lemon—Prepare like hot egg checkerberry, subsituting lemon syrup for the other syrup, adding a small amount of lemon or lime juice and omitting the cream and whipped cream.

Hot Cherry Blaze.—Cherry syrup, 1 or 1½ fluid ounces lemon juice, 1 fl. dr.; hot water, enough to fill an eight-ounce mug. Sprinkling on the beverage a few drops of alcohol, and igniting the latter will make it a real "blaze." Sometimes wild cherry syrup is used for the above, but it is not to be preferred.

Old-Fashioned Ginger Tea.—Put a teaspoonful of powdered ginger into a mug, add a teaspoonful of sugar, or more if desired, and fill with hot water.

Hot Egg-o-Lel.—One ounce of wintergreen syrup, one-half ounce of orange syrup, one egg, one ounce of sweet cream, and hot water enough to fill an eight-ounce glass. Mix the syrup, egg and cream together in an egg shaker, and shake thoroughly; add the hot water, and mix by pouring back and forth several times from shaker to mug; strain and top off with whipped cream.

Salad Sundae.—Wash, split and seed a couple of dozen white malaga grapes. Peel, skin and seed two tangerine oranges and cut each section into halves. Keep prepared in a bowl. Place usual amount of vanilla ice cream in sundae cup. Cover with above fruit, sprinkle liberally with powdered sugar and add one-half ounce of grape juice around side of dish.

Ginger Mellow Whip.— Take a jar of imported preserved ginger, strain the syrup from the ginger, and run the ginger through the fruit chopper, fine cutter; then return the ginger to the syrup. Take about six ounces of this syrup, according to the flavor desired, and add four ounces of heavy cream and ten ounces of marshmallow whip, and whip until the dressing is about the consisteney of whipped cream.

Hot Lemon Phosphate.—Pour one and one-half ounces of hot lemon syrup into a mug; add a few dashes of acid phosphate, and fill with hot water. To prepare hot lemon syrup, select 18 nice lemons, grate the yellow part of the rind from 6, and rub in a mortar with a small quantity of sugar; squeeze the lemons and add juice to the gratings, mixing until the sugar is dissolved. Let stand a few hours and strain through cheese-cloth.

Add one-half ounce of solution of citric acid and enough simple syrup to make one gallon of finished syrup.

Mock Turtle Extract.—Extract of beef, 2 ounces; chicken bouillon, 2 ounces; clam bouillon, 8 ounces; hot water, 3 pints; tincture of pepper, 1 ounce; extract of celery, 3 ounces; tincture of orange peel, 1 drachm; mix thoroughly. To serve take 1½ ounces of the above, add ½ ounce of sweet cream, place in a hot soda mug, and fill with hot water.

Society Dressing.—To 2½ pints of simple syrup add ¼pound of small white raisins and bring to a boil. When cold, add 8 ounces of grape juice and 4 ounces of chopped walnuts. To serve, place a No. 10 cone of ice cream in a sundae cup and pour over it a ladle of the dressing, topping with whipped cream and cherry if desired. When topped with rose marshmallow dressing and a couple of rose leaves, it is called "ladies' society dressing."

Hot Delmonico Nog.—Beef extract, 1 ounce; cream, 1 ounce; celery extract, 3 dashes; 1 egg. Mix thoroughly with a spoon, and stir constantly while adding hot water. Top off with grated cinnamon.

Quebec Pharmaceutical Examinations.

The Preliminary Board of Examiners of the Pharmaceutical Association of the Province of Quebec held their quarterly examinations on the 7th of October, when 56 candidates presented themselves. The following names, in order of merit, passed successfully:

F. Charbonnier, Ivan Bowman, Adelard Bourque, Henry Gotlieb, Rene Adan, J. Barsalou, Armand Besner, Lucien Malo, S. Loerner, P. Pachim, Henri Quesnel, Emile Girard, L. A. Germain, F. Matta, Paul Jodoin, B. Labrosse, U. Rouleau.

The following have passed on all subjects but one:

Lindor Trudel, J. A. Gagnon, E. G. Barrette, T. E. Gauche, Paul Boismenu, Henri Montpetit, Jean Garlado, J. H. Bolton, L. J. Decarie, A. Bernard, Oza Malboeuf, Gabriel Faetuex, J. C. Robinson, Raoul Lareau, Robert Berian.

Examiners: Professors J. O. Cassegrain, of the Jacques Cartier Normal School, and Isaac Gammell, of the Montreal High School, with M.M. A. J. Laurence, as general supervisor, and Victor Giroux, as supervisor for Quebec.

Report of Board of Examiners on Applications.

Vancouver, B.C., Oct. 7, 1915

The Council,

B. C. Pharmaceutical Association, Vancouver, B.C.

Gentlemen,—We, your Board of Examiners, have examined the applications and certificates attached thereto for registration without examination, and beg to recommend registrations as follows:

As Certified Apprentices—Nan Jean Wells, Henry Blumenauer, W. F. Wright, A. P. LaBelle, T.P. Peardon.

As Certified Apprentice upon production of Latin qualification—A. M. Purvis.

As Certified Apprentice upon production of full qualification papers—A. L. Vince.

As Certified Clerks—F. Moran, Harry Hipwell, W. R. Boulten, Blanche Keeley.

(Signed) JOHN COCHRANE,
Chairman.
F. C. STEARMAN,
J. M. FISHER.

Keeping up With the Pressure in War Times.

In times of business depression there is always a strong temptation to cut down expenses by discontinuing advertising. The natural result is further depression and slower sales.

Advertising should be considered an investment rather than an expense. Large advertisers consider it in this way, and by way of an illustration we might refer to the campaign now being carried on by Edmanson, Bates & Co., for Dr. Chase's medicines.

In spite of war time depression they are putting out the full quota of fall advertising, including Bill Boards, the annual mailing of Dr. Chase's Almanac, and special newspaper advertising composed of large display ads. These medicines are always good steady sellers, and there need be no hesitation in stocking up to meet demand resulting from this extensive advertising.

"Safe and Sane"-

Safe for the party with a **sprain** or **bruise**; and surely **sane** treatment–because the Doctor is sure to approve the prompt application of

Antiphlogistine
TRADE MARK

hot and **thick**, as "First Aid."
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Glycerine.

In the "Chemist and Druggist" of October 9th, a clear statement is given of the conditions which now govern the productions and prices of Glycerine in Great Britain, and which will affect the trade here.

According to this article regulations have been drawn showing the conditions upon which the output of glycerine in the United Kingdom has been dealt with, and these have been so framed as to "interfere with the Glycerine trade as little as is compatible with the National requirements." The Government will pay the producer standard prices which have been fixed at Fifty-nine Pounds, Ten Shillings per ton net, and naked for eighty per cent. crude, Sixty-seven Pounds for Saponification Glycerine, and similar qualities, and Eighty-seven Pounds for Dynamite quality. Monthly reports are to be made to the Minister of Munitions of total stock held by producers of unrefined glycerine.

Another regulation is that no deliveries, either under the existing sale contract of either surplus stock or monthly output was to be made without the express license of the Government, and in applying for these licenses it will be necessary to state the purpose for which the glycerine is to be used, whether for (1) medical purposes, (2) food stuffs and drinks, (3) printers and gelatiners, (4) tobacco, (5) textile and leather, (6) paint and paper, (7) sundries.

No shipments, either for crude or fine glycerine, can be exported to anyone outside the United Kingdom, except with the express license of the Government, which is to be obtained in the usual manner through the War Trade Department.

Our contemporary does not look for any scarcity in the supply this winter, and commends the precautionary measure which has been adopted by the Government.

As a sequence to these regulations, British producers, on October 1st last, raised their prices by Ten Pounds per ton, there having been only one previous advance since the war began, that being Five Pounds per ton in August.

Pharmacy in England.

We need make no apology for the space occupied in this issue by the address delivered by Sir Richman Godlee to the students of the School of Pharmacy, at the Seventy-fourth inaugural session of the school.

The Drug Store

is gradually becoming the Mecca of the Cigar purchaser. If you carry

"LA PREFERENCIA"

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You're prepared to cater to the most fastidious, the most discriminating tastes de luxe anywhere

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Our Canadian Pharmaceutical Specialties are made in Canada expressly for Canada by a very well-known Canadian

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Your physicians will receive samples of and Literature on

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Uniformity in Prices

UNIFORMITY in prices is a much-to-be-desired condition in the existing state of the Drug Trade. Competition is keen from outside sources, and the Mail Order houses and other business concerns have curtailed largely the legitimate business of the retail druggist.

In order to get adequate returns, it is necessary that his profits should be commensurate with his skill and labor, and the only way to secure such profits is by mutual co-operation amongst the members of the craft. A standard of prices for prescription work and for articles which pertain to the usual stock of the retail druggist, should be established and maintained. Can this be done through the agency of the Canadian Pharmaceutical Association, with a special bureau and a permanent official to look after this work? Would it not pay every retailer, and would it not be one of the most practical helps that the Association can give?

Mr. Godlee, who is a distinguished surgeon, was nephew and also pupil of Lord Lister, and has enjoyed a distinguished career in his profession.

The pointed and very apt remarks of Mr. Godlee, although directed to, and bearing upon, in the main, "Pharmacy in Great Britain" cannot but appeal to our readers as being equally applicable to pharmacy in this country. We feel that our readers will fully appreciate the message delivered by the distinguished gentleman.

The Jobber.

There are those who have contended that "The Jobber Must Go," and this without any adequate reason for the assertion. The commercial world, however, realizes that there must be a "middle man," a man who can supply the small quantities, that it would be impossible for the manufacturer to handle efficiently.

The secret of success in the retail drug business is the "quick turnover," and this in the majority of instances means a small stock of each article. In order to do this the retailer must be able to procure at the shortest possible notice such limited supplies as he believes he is able to dispose of in a short time, say, within the period usually allowed for discount for cash payments.

It is not always the man who has the largest capital who makes the greatest success of business, for in many cases he is tempted to be extravagant, not only in his methods of conducting business, but also in purchasing his stock when he may be inclined to buy in quantities not warranted for immediate demands, while the man who has a limited capital must use forethought and display a certain amount of economy in all his business transactions.

It is this class of retailers particularly, for they are very largely in majority, that finds the jobber a necessity in doing business, and there is no doubt that the best friend of the retail druggist to-day is the jobber, who alone is able to "carry" the retailer, and to help him if necessity arises.

Fortunately in the conditions of the retail trade to-day extended credit is not asked for in anything like the proportion it has been in days gone by, experience having taught our merchants that rather than have their shelves and their basements over-flowing with stock, it is better to satisfy their requirements more frequently and let the jobber carry the stock. The jobber certainly deserves all the business that the retail druggist can give him, and the carefully kept "want book" and the frequent purchases will place the retailer in a position where he can cater to the customers' wants without having to take recourse to the excuse, "just out."

We hold no brief for the "middle man," but we are convinced that he is indispensable in commercial life, and that close as the relations may be between the manufacturer and the retailer, it is absolutely absurd to look upon the jobber as other than a necessity in the conduct of a retail business.

The Drug Market.

The prices of drugs and chemicals are in a position unprecedented in this generation, and unless war conditions change, are likely to be more complicated. Enormous quantities are being requisitioned for war purposes, manufacturers are short of employees, and as a consequence production is curtailed, which all leads to a great shortage, until now it has become a question of whether many lines can be had at all, and any holders can demand their price. Price lists or prices current are absolutely useless, and even quotations are little use except the business is done by wire.

Quinine two weeks ago sold at 50c. in 100 oz. tins, and to-day (Nov. 8), is being sold at $2 an ounce. The cause is supposed to be on account of enormous demands for the armies, and England has placed it on the embargo list.

Borax and Boracic Acid are slowly and steadily advancing.

Mercury and Mercurials were supposed to be at high water mark, but have again gone higher.

Menthol has taken a very rapid upward course.

Glycerine— Manufacturers will take no forward orders, and are asking 60c. for spot delivery.

Carbolic Acid, Sulphocarbolate and all phenol products are soaring.

Castor Oil has again advanced and no shipments can be expected from abroad for some months at least, so as stocks diminish prices will go still higher.

Chloroform has been advanced again by the manufacturers on account of enhanced cost of production.

Opium, Morphia, Codeia Salts, Diacetylmorphia, are all much advanced in price.

Potash Salts are all creeping up in price, as no commercial supply of potash is attainable.

Hydrogen Peroxide is higher on account of advance in price and difficulty in getting Barium Peroxide. Some manufacturers have had to go out of business, not being able to get raw material for making it.

Acetic Acid is much firmer owing to the continued scarcity of Acetate of Lime.

Aniline Black seems difficult to get, as there is none to be had from the majority of the packet dye manufacturers.

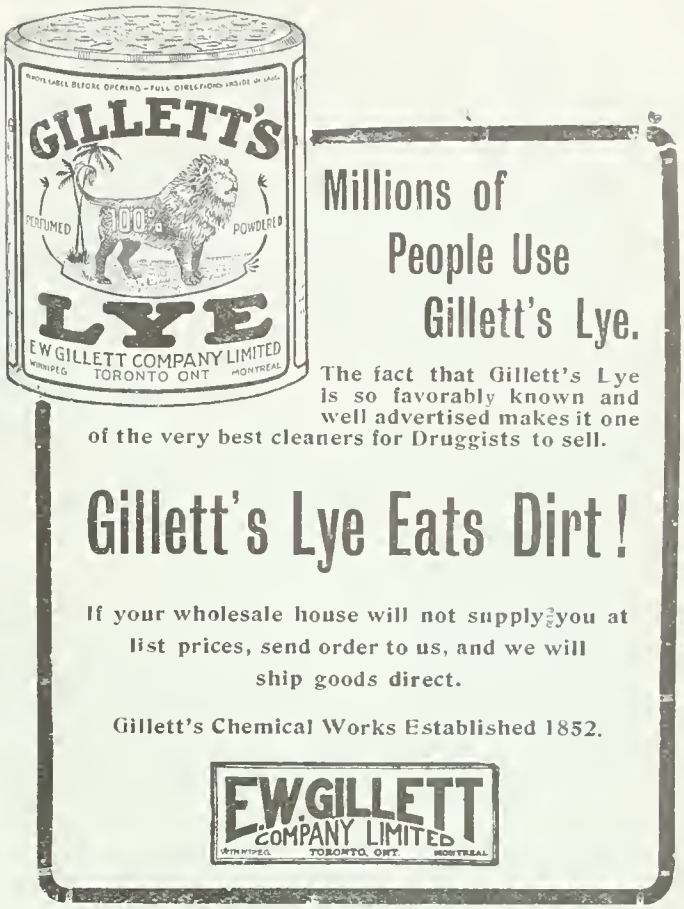
We feel that in buying one would be wise to anticipate their wants until the end of the year at prevailing prices, for even if the war should end then, it would be some time before prices would become normal again.

Trade in all lines in Canada is improving, and it is not good business policy to run so short of stock and not to be able to supply the demand which will certainly increase on account of the abundant crops and general commercial activities.

"I see this medicine is good for man and beast."

"Yes," said the druggist.

"Gimme a bottle. I believe that the right combination to help my husband."—*Kansas City Journal.*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The fact that Gillett's Lye is so favorably known and well advertised makes it one of the very best cleaners for Druggists to sell.
Gillett's Lye Eats Dirt!
If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.
Gillett's Chemical Works Established 1852.
E.W. GILLETT COMPANY LIMITED
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Value of Reputation.

Quality is far more an issue to-day than it was ten years ago, and ten years hence it will be the one and only issue. The dealer who understands the fearful menace to his success which is in one dissatisfied customer will appreciate the necessity of cultivating the best spirit, the friendliest feeling and the utmost confidence in each individual among his customers. A well-pleased customer is an asset. A dissatisfied customer is worse than a debt. People are not going to run to the store of the dealer who makes no effort to repay them for their running. People don't do such things nowadays, and the dealer who wants to create friends and keep them when they are made must establish by careful, consistent methods a reputation for soundness and thoroughness. His name must mean something. "Why don't you try John Brown? You can depend upon everything he sells," is the conversation which the merchant desires to go on behind his back. His store must have a reputation. —*Trade Register.*

PRECIPITATE REMARK.

"Pa, doesn't precipitation mean the same as settling?"

"It does in chemistry, my son; but in business you'll find that many persons in settling don't show any precipitation at all."

Formulary

Seasonable Specialties.

CATARRH JELLY.

Menthol	70	grains
Oil of peppermint	60	minims
Oil of lavender	30	minims
Oil of eucalyptus	70	minims
Phenol	30	minims
Cacao butter	3	ounces
Petrolatum	12½	ounces

Melt the cacao butter and petrolatum, and when nearly cold add the other ingredients, previously mixed.

A HARMLESS SNUFF FOR COLDS.

Menthol	3	grains
Boric acid	1	drachm
Bismuth subcarbonate	1½	drachms
Powdered benzoin	1½	drachms
Sodium bicarbonate	10	grains
Magnesium carbonate	25	grains
Powdered Orris	1	ounce

Mix.

SYRUP OF WILD CHERRY AND HOREHOUND.

Wild cherry, ground	20	ounces, av.
Horehound	8	ounces, av.
Glycerin	8	fl. ounces
Alcohol	8	fl. ounces
Sugar	5½	ounces, av.
Water, to make	1	gallon

Mix the glycerin and alcohol with 64 fluid ounces of water. Moisten the wild cherry and horehound with 16 fluid ounces of this mixture. Pack in cylindrical percolator, tightly covered. After twenty-four hours' maceration, proceed with percolation, using the remainder of the menstruum, and afterward sufficient water to make 72 fluid ounces of percolate. In this dissolve the sugar by agitation, without heat, and strain.

YERBA SANTA COUGH MIXTURE.

Yerba Santa	2	ounces, av.
Grindelia	1	ounce, av.
Wild cherry	1	ounce, av.
Licorice root	1	ounce, av.
Ammonium bromide	1	ounce, av.
Pine tar	½	ounce, av.
Sugar	16	ounces, av.
Glycerin	4	fl. ounces
Alcohol and water, of each sufficient.		

Mix the four drugs, reduce them into course powder, and extract in the usual way by percolation, using first a menstruum of the glycerin and 8 fluid ounces of each of alcohol and water, and then followed by diluted alcohol until 22 fluid ounces of percolate are obtained. To this add the ammonium bromide and tar, macerate a few hours, agitating occasionally. Filter, and in the filtrate dissolve the sugar by agitation, and strain if necessary.

A SAFE COUGH SYRUP.

Ammonium chloride	2	ounces, av.
Comp. syrup of squill	4	fl. ounces
Syrup of Tolu	4	fl. ounces
Syrup of Ipecac	8	fl. ounces
Paregoric	6	fl. ounces
Water	8	fl. ounces
Simple syrup, to make	64	fl. ounces

Dissolve the ammonium chloride in the water, and add the other ingredients.

MAGOFFIN'S DIURETIC ELIXIR.

Oil of juniper	7.5	parts
Alcohol	60.0	parts
Fluid extract of buchu	30.0	parts
Potassium acetate	30.0	parts
Distilled water, q.s.		
Glycerin	60.0	parts
Aromatic elixir, enough to make	500.0	parts

The following is given by the *Vierteljahresschrift fur praktische Pharmazies* (*Nat. Druggist*).

Dissolve the potassium acetate in as little water as possible. Add the other ingredients and filter the mixture after standing twelve hours.

COMPOUND PRUNE LAXATIVE.

Prunes	2	pounds
Sugar	5	pounds
Aromatic fluid extract cascara	1	pint
Aqueous extract senna	1	pint
Spirit of lemon	2	ounces
Saccharin	1	dr.
Water, to make	12	pints

Boil the prunes in water for 15 minutes and add the remaining ingredients. Dose for an adult, one to two teaspoonfulls.

A CLEAR VIEW THROUGH A WET WIND SHIELD.

Harold Snipe describes in the British Medical Journal a method of obtaining a clear view through the wind shield of an automobile even in the wettest weather. The following solution is applied to the wind shield:

Sodium chloride	1 dram
Water	1 ounce
Glycerin	2 ounces

A little of this is placed on gauze and wiped over the glass in a very thin layer, but always in a downward direction. This is a boon on a wet night on a dark road.

COLORLESS OINT. POT. IODIDE.

If the ointment is prepared by mixing solutions of potassium iodide and sodium thiosulphate, it soon turns yellow. But if the solutions of the salts are mixed separately with the fat, no color change takes place. The formula and method recommended are as follows: Melt 165 g. of lard at the lowest possible temperature, and allow it to cool in a porcelain mortar by standing overnight. Dissolve 20 g. of potassium iodide in 14 g. of water which has been boiled and cooled, and make another solution of 0.25 g of thiosulphate in 1 Cc. of water. Then incorporate these salt solutions with the fat, adding the thiosulphate first. The formula makes 200 g. of 10 per cent. ointment. —(*Schweiz. Apoth. Zeitung.*)

Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan." a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

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The Consolidated Fruit Jar Co.

New Brunswick, N. J.

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Talcum and Tooth Powder Tops,
Aluminum Collapsible Drinking Cups,
Plain & Decorated Collapsible Tubes,
All kinds of cast metal goods.

"Bottle Caps of all Metals."

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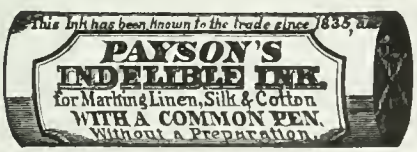
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INDELIBLE INK.
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ESTABLISHED 75 YEARS

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DISTILLED AT COGNAC, PELEE ISLAND

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For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J.S. HAMILTON & Co., Brantford

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No Advance in Price

Giving Entire Satisfaction

Lyman's Confectionery

IN FIVE POUND STOPPERED BOTTLES

(Returnable for credit when empty)

Acid Drops	Acid Drops, small	Butter Scotch	Chocolate	Cough, dark	Cough, light
Cough, menthol	Cough, Wild Cherry	Cream Toffee	Everton Toffee	Honey	Horehound
Lemon	Lime	Mixed Fruit	Nut Butter Cups	Orange	Pineapple
Raspberry	Strawberry	- - -	- - - - - -	- -	- -

90c per bottle **5 bottles assorted at 85c per bottl**

USUAL TERMS

The above COUGH DROPS also in 20 lb. decorated tins with hinged lid, price $3.00 per tin. Special price on 5 and 10 tin lots. USUAL TERMS.

Lyman's Analgesic Balm | Lyman's Brillantine | Lyman's Creme Josephine | Lyman's Lymaderma

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BRITISH (Muirfield),—1st, Ray; 2nd, Vardon; 3rd, Braid.

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THE LONDON DIRECTORY CO., Ltd.

25, Abchurch Lane, London, E.C.

Trade Notes

ALBERTA.

Banff Pharmacy, drugs, etc., etc., suffered loss by fire.

Dr. Stackpool, druggist, etc., has started in business at Lamond.

Heath's drug store is the successor to F. W. Heath, Edmonton.

BRITISH COLUMBIA.

Kenneth Dalby has opened a drug store at Vancouver.

A. Weir has succeeded M. W. Copeland, Clayburn, B. C.

Lyle Wright has taken a position with the Powell River Drug Co., Powell River.

J. Haughton has moved his drug business to Hastings Street East and Hawkes Ave., Vancouver.

The B. C. Pharmaceutical Co., of Victoria, has been incorporated with a capital stock of $10,000.

L. A. Manuel, formerly of Victoria Drive, South Vancouver, has moved his drug business to Sardis.

Frederick Williams, of Victoria, is moving into a new store at the corner of Fort and Government Sts.

The Owl Drug Co., Ltd., is opening a new drug store at the corner of Hastings and Abbott Sts., Vancouver.

ONTARIO.

The Aurora Chemical Co. has opened a new drug business at Meaford.

S. Williams, of Toronto, has succeeded Col. A. Wilson, of Seaforth.

R. M. Black, of St. Catharines, is building a new drug store on St. Paul Street.

N. J. Kenny has purchased the branch drug store of C. T. Adams, Steelton.

Canadian Consolidated Rubber Co., Ltd., has opened a branch at Fort William.

E. J. Mitchell, of Fergus, Ont., has closed out his business and removed to Saskatchewan.

J. H. Brownlee, of Owen Sound, has sold his drug business to A. W. Manley, and gone to the front.

W. Giles, recently with W. H. Latimer, of Belleville, has returned to the Nugent Drug Co., Peterboro.

F. L. Rolson, of Owen Sound, is now manager for W. M. Maltby, at 1724 St. Clair Ave., West Toronto.

Messrs. F. Fraser and H. Stuard have succeeded J. Ferguson as owners of the People's Drug Store, Renfrew, Ont.

Charles L. Bicknell is now managing the Standard Drug Co., at 252 Dundas street London, in place of B. D. Trout.

Dr. R. C. Lowrey, Englehart, is erecting a brick store and dwelling on the site of his old store, which was destroyed by fire a few years ago.

Victor H. Wilson is now manager of the Lanspeary Store at 33 Quiliette Ave., Windsor, in place of F. M. Ridley, who has resigned.

The Franco-Canadian Chemical Co., Ltd., Toronto, has been incorporated with a capital stock of one million dollars. They will deal in drugs and chemicals.

The Toronto Pharmacal Company have applied to the City Architect for permit to build addition to their factory on the north side of Brockton Ave., to cost $7000.

The Rawleigh Company, manufacturers of Patent Medicines, Extracts, Spices, etc., will erect a factory in Hamilton. This firm sells direct to the farmers in waggons.

W. R. Freeman is opening a new drug store in his home town, Brighton. Mr. Freeman graduated from the O. C. P. in June last, passing with honors and securing his degree of Bachelor of Pharmacy.

QUEBEC.

The Zoetic Co., drugs, etc., Montreal, has recently been incorporated.

Dr. J. O. Lambert, Limited, Montreal, has been incorporated with a capital stock of $250,000.

The Gowlland Optical Co., Ltd., of Montreal, has been incorporated with a capital stock of one million dollars.

SASKATCHEWAN.

Thomas Hawley is opening a drug store at Nokomis.

Frank T. Hamilton is starting a drug business at Plato.

Toronto Pharmacal Company Will Move.

Early in the new year the Toronto Pharmacal Company will occupy new premises on Dundas and Brockton Avenue. They have purchased a lot four times the area of their present premises and are erecting upon it a brick and steel building of heavy mill construction, lighted on all four sides. About eleven years ago, when they built the factory they now occupy, it looked as though provision had been made for all time, but these years have been "Canada's Growing Time," and the Toronto Pharmacal Company have shared in the prosperity of the country and with an eye to the development in the "Post Bellum Days," in the time of war they are preparing for peace and prosperity.

Miss Cora Dow, pioneer woman pharmacist of Cincinnati, Ohio., has disposed of all her interests to a syndicate of Cincinnati and Cleveland capitalists. The price is supposed to be in the neighborhood of one million dollars.

Miss Dow commenced her pharmaceutical career with her father, some thirty years ago in Cincinnati. At his death Miss Dow took up the study of pharmacy and conducted her father's store for some time, later on opening a second store, until now there are eleven Dow stores in that city, with two hundred and twenty employees.

Community Co-Operation.

By V. R. Howland.

There are comparatively few small town residents who fully appreciate what their home communities mean to them. Not only from a standpoint of sentimental loyalty, or civic pride, but in the way of dollars and cents as well.

Investigation has developed the fact that it is only in very rare instances that an individual has prospered in a community that is "financially sick," for the simple reasons that individuals are directly responsible for general local conditions.

How many times have you heard people living in smaller towns, especially those towns that are adjacent to large cities, express the opinion: "This town can never be much bigger; it is too close to ——— City."

In other words people living in the small towns and their trade territories spend a large per cent. of their money, which is produced locally, in the stores of the big cities nearby. One would be nearer correct in stating that these people live ON rather than IN their home communities, and it doesn't take a very able prophet to foresee inevitable results.

Failure to patronize local merchants is largely unwarranted and as more people come to realize the effects they will face about and co-operate more closely along lines that will tend to improve and develop the communities in which they live.

I once witnessed a manufacturer's salesman endeavoring to sell a small-town merchant an extraordinarily high-grade line of goods. The merchant admired his samples very much, but finally refused to buy on the ground that local buyers of this class of merchandise shopped in the stores of the large city close at hand, and would continue to do so, even though they bought the same brand of goods at identically the same prices he would ask for them.

This merchant undoubtedly knew what he was talking about, although it seems a shame that such conditions should exist. It only goes to prove that when small-town people get into the habit of buying quality products out of town, local merchants become afraid to carry them in stock and it isn't long before local markets are restricted to the lower grades of inferior goods.

It is of course unnecessary to say that no fair minded person would expect even the most loyal buyer to pay a premium for the privilege of patronizing home merchants in preference to sending or going away. However, modern merchandising and manufacturing methods enable the smallest town store to offer the same inducements in the way of quality, style and price that can be found elsewhere, with the added advantage of personal service. A standard article represents the same value the world over.

When progressive merchants in the smaller towns become convinced that their trade will patronize them on standard products of known quality—provided their prices are as low as are quoted elsewhere—they will not hesitate to carry them in stock.

The Lighter Vein.

A German farmer who had lost his horse, advertised for it in this way: "One nite the udder day about a week ago last month I heard me a niost by der front middle of the pac yard which did not used to be. So I jumps the ped out and runs mit der door und ven I sees I finds my pig gray iron mare he was tied loose und runnin' mit der stable off. Whoever prings him pac shall pay five dollars reward.—*Young Pilgrim.*

A merchant in North Dakota sent out his new Swede clerk to make collections. When he returned the merchant asked him how they had responded.

"Oh," said the Swede, "Jim Brown said he pay when he sold his wheat, Jan Peterson said he'd pay next week, Bill Jones said he'd pay in January———"

"Stop right there," said the merchant. "That's the first time I ever knew Bill Jones to set a date when he would settle. Are you sure Bill said he'd pay in January?"

"Ay tank so," said the Swede. "He said it would be one tam cold day when he paid—ay tank dat be in January."—*Cleveland Plain Dealer.*

"Hoot, mon, it's a grand land!" said the Scot proudly, as he showed his American visitor the glories of the Highland. "And we've an echo here that cannot be beaten." Suiting the action to the word, he yelled his war-cry, and exactly four minutes later the echo returned as clear as a bell. "That certainly is some echo," agreed the Yank, smiling a trifle superciliously. "What for do ye smile?" inquired the Scot, all the pride of possession quickly aroused. "Wal," drawled his companion, "I wish you were comin' back over the 'Pond' with me. In my home in the Rockies I could show you some more echo. When I go to bed at night I just lean out of the bed at night and shout, 'Time to get up! Come on!' and, sure, just eight hours later, that echo comes back and wakes me up!"

"How do you know that Chaucer dictated his old English to a stenographer?"

"Look at the way it's spelled."—*Philadelphia Public Ledger.*

"Gentlemen of the jury," said the prosecuting barrister, "this prisoner is an unmitigated scoundrel; he acknowledges it. And yet, thanks to the wisdom of the common law, he has been given a fair trial by a jury of his peers."

Departing Guest (scrutinizing bill)—Look here! You charge for writing paper, and I haven't used a bit all the time I've been here.

Hotel Proprietor—Ah, pardon, m'sieu! It is for ze paper on which ze bill is made out.—*London Mail.*

Written specially for the Canadian Druggist.

Optical Department.

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Decentering Lenses for Prism Effects.

Instead of having a prism and lens correct where you want the effect of both, it is possible to get the same effect by decentering the optical center of a spherical lens.

The optical center of a lens is the thickest part of a plus sphere or the thinnest part of a minus sphere.

The geometrical center is the point midway between all edges.

Rule:—For each Diopter of power in the lens and for each cm of decentering we get a Prism Diopter.

1 Diopter Sphere decentered 1 Centimetre (10 Millimetre) given 1 prism Diopter effect.

1 Diopter Sphere decentered 1½ Centimetre (15 Millimetre) given 1½ Diopter effect.

4 Diopter Sphere decentered 1 Centimetre (10 Millimetre) given 4 Diopter effect.

4 Diopter Sphere decentered ¼ Centimetre (2½ Millimetre) given 1 Diopter effect.

4 Diopter Sphere decentered 4 Centimetre (40 Millimetre) given 8 Diopter effect.

5 Diopter Sphere decentered 1 Centimetre (10 Millimetre) given 5 Diopter effect.

Decentering:—means the displacement of the Optical center of a lens to secure a prismatic value and is calculated from the power of the lens in proportion to the displacement.

Therefore a 1 Diopter plus lens decentered 10 millimetre (1 Centimetre) out will give the equivalent of a 1 Diopter prism with base out. Where a 1 Diopter minus sphere decentered 10 Millimetre out will give a 1 Diopter Prism base in.

This is caused by the forms of curvature in the above lenses:—Plus spheres are made with prismatic power with bases in the center, and minus spheres are made with prismatic power with apex in the center. A plus spherical lens may therefore be considered as formed of a multitude of prism bases at the center, while a minus spherical lens is formed of a multitude of prisms with their apexes at the center and base out.

The later ' displacement of the plus sphere draws the prism base in or out according to the displacement, whereas the lateral displacement of the minus draws the apex in or out according to the displacement.

A lens of twice the sphere strength would require a displacement of ½ the distance to obtain the same prismatic value.

Plus 2 Diopter Sphere decentered 5 millimetre would give 1 Diopter prism.

Plus 4 Diopter decentered 2½ millimetre would give 1 Diopter prism.

Plus 4 Diopter Sphere decentered 5 millimetre would give 2 Diopter prism.

It will thus be seen that strong sphere lenses must be accurately placed in front of the eye as any slight displacement is equivalent to a decenteration resulting in prismatic effect.

Advantage is sometimes taken of this in fitting cases of Presbyopia with exopheria by decentering the lenses in or by narrowing the Interpupillary Distance overmuch. Frequently sufficient prismatic power is obtained to overcome the exophoria.

It must be remembered that there is no prismatic value obtained from the decenterization of a plain plus or minus cylinder providing the displacement is along the axis of the Cylinder.

If, however, the displacement is at right angles to the axis the prismatic power obtained will correspond to that set out in the above table for spherical lenses.

And if displacement is at an angle equivalent to half the distance between the axis and strength of the Cylinder the prismatic value will be ½ of the above table.

A large proportion of the prismatic corrections required in daily practice may be obtained by decentering Spherical, Cylindrical, and Spheria-Cylinder Lenses.

It must be remembered, however, that only small degrees of prismatic power can be obtained from weak glasses; for instance, plus .25 sphere would require to be decentered 40 millimetre to obtain 1 Diopter prism, and this of course is an impossibility, as the uncut lenses are not made large enough to admit of more than from 3 to 10 minus of displacement.

Uncut lenses generally range from 42 to 45 millimetre in length, and if a lens of large dimensions is required very little, if any, prismatic value can be obtained. If the spherical strength however is sufficiently great and the lenses not required too large, the prismatic requirements are frequently obtainable. This is particularly so in regard to prisms base up or down as the lens offers greater latitude in this direction.

Corrections. Correct with strong prismatic power should generally be prescribed somewhat smaller in size than other forms; otherwise the excessive weight may constitute an incumbrance.

It is generally advisable where possible to insert prismatic corrections in rims. In this way reducing the size as well as offering opportunity to lighten the lens by beveling the edges.

Prescriptions combining spherical and Cylinder power and requiring prismatic value on the axis of the Cylinder; this value will only be calculated on the amount of decenterization necessary.

But in case the prismatic value is called for at right angles to the axis the strength of the Cylinder should be added to the strength of the sphere to obtain the total power in calculating the prism value for any given displacement.

The Martin, Bole & Wynne Co., Lt'd.

Wholesale Drug Merchants and Manufacturing Chemists

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We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

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Therefore a plus 200 spherical correction combination with a plus 200 Cylinder axis 90 decentered 5 millimetre up and down would give 1 Diopter prism base up or down respectively.

But the same lens if decentered 5 millimetre in or out would give 2 diopter prism base in or out in accordance with direction lens was decentered. Such lenses placed in the axis finder and prism registering machine will show the amount of prism value according to this rule, and it must not be forgotten that upon trying any compound lens for motions of the cross bars, the optic center will be found displaced, and this displacement will be in the direction of the prism base.

ANISOMETROPIA.

This is a condition of the eye in which there is unequal refraction of the two eyes and may be present in varying degrees in different sections or meridians of the eye.

Sometimes one eye will be very Ametropic and the other have only a very slight defect, and in such a case we will find that the sight is very much lower and the sensibility to light of the eye itself below normal in the more defective eye. In such a case there is a tendency to disassociate the eyes and use one at a time. If one eye should be Hypermetropic and the other Myopic or one more Myopic than the other it will be found that the more Myopic of the two will be used for close work and the other eye for the distant vision.

If the Myopic eye is found with a punctum remotum that is within 20 Cm, the vision of this eye may be suppressed and ultimately lost as a result of paralysis from non-use.

Sometimes we find that this same condition may exist in a case of deep Hypermetropia where the Hypermetropia is present in one eye and not in the other.

The cases in which disassociation of the eyes occur and sometimes fussion, that is the ability to blend the 2 images in the brain into a single vision, is lost, and when this occurs it will be usually found necessary for the patient to take a course of treatments to effect a cure if indeed this can be obtained.

In cases of Anisometropia, devote particular attention to the best eye, carefully correcting this eye so as to get the best possible results. Correcting lenses may now be applied in front of the opposite eye until the highest strength is found which does not inconvenience your patient. This may be found to be only sufficient to cover a very small portion of the defect in the worst eye, but can be gradually increased from time to time until a fairly complete, if not full, correcting lens has been accepted by the eye. The alteration should be made at various times, that is to say from time to time at 1 to 3 month intervals, and during this period the patient should be instructed to exclude the light from the better eye by the use of an opaque disc or some dense material for a *period of one hour during each day.*

Binocular vision is necessary to the best results in the observation of color, distance and proportion, and therefore necessary to have the use of both eyes. Brain fusion brought about by a gradual development, and up to the age of seven years, and is difficult of attainment if not acquired up to this age.

ASTHENOPIA OR PAINFUL VISION.

Asthenopia may arise from many causes, and you will very often find it present when there is Hypermetropia or Hyperopic Astigmatism, Irregular Astigmatism, and often where muscular difficulties are encountered.

Anisometropia will often bring it on, so also will a lack of pigmentation. Frequently you find it present where there is a difference in the relation between accommodation and convergence. Cases of this class will require very careful attention, and frequently examinations, and you will very often find that you will repeatedly have to change the lenses several times before relief is obtained.

Then, again, Asthenopia may be present only under certain conditions. Where you come across in cases of this description careful note must be made of the time and conditions under which this is present so that you may be able to make a really correct diagnosis of the case.

If you find it present as a result of irregular Astigmatism, although you may be able to mitigate (relieve) it by the use of clear white or tinted lenses, even given in plano or with a very slight power you will never be able to correct it.

Where you find a case of Asthenopia brought about by errors in the refractive media of the eye, it will nat-

urally disappear upon the correction of treatment found to be necessary.

If brought about by a lack of pigmentation the application of the tinted or lightly smoked glasses will oftentimes bring about relief. This treatment should also be supplemented by wearing wide brim hats or some other method of shading to protect the eyes.

Accommodative Asthenopia is due to a difficulty in the regulation of the accommodation of the eye and is frequently found to be the cause of a great deal of annoyance to your patient. The proper thing to do in this case is to be extremely careful in making your distant correction, then measure carefully the accommodation in this manner:—Have your patient read the smallest possible type at the closest possible distance, try out each eye separately, the other being covered with an opaque disc. The cms of reading distance, divided into 100, will equal the ample of accommodation for that eye. Compare it carefully with the amplitude of the accommodation in the other eye and also with the table of Amplitude of Accommodation.

If you find the Amplitude of accommodation less when the two eyes are used together than when used singly, or if one eye is found to have a greater range of accommodation than the other and also seems to be stronger, make a careful and complete examination to ascertain the cause, watching very carefully for any irregular Astigmatism, displacement or tilting of the Crystalline lens, thickening of any of the tissues or cloudiness or density in any of the humors; you will have to take careful note of the size and the shape of the pupil of the eye under different light and make a very careful examination of the retina and Optic Disc. Take particular notice for any appearance of hemorrhage, atrophy (diminution of size) or any distressed condition of any sort, also any thickening or opacity in the lens or any other of the refractive media.

SUGGESTIONS FOR LENS TESTING.

Never turn on or expose the test type to view until one eye is covered, and if possible do not let the patient see it without glasses. Do not let patient take his eyes from trial frame until finished. Always stand in front of frame when changing lenses so patient cannot see type with naked eye.

Patient, by exercising his accommodation, may be able to overcome his defect temporarily and thus believe he does not require glasses, as by straining his accommodation he could possibly see as well as he can with glasses. It is best to avoid this as above instructed, otherwise the patient may believe sale of glasses are being forced on him.

If patient wishes to see the type without the glasses put him off, saying you wish to complete the examination first, and by that time he will likely have forgotten, and it will save you a lot of explaining and trouble.

If Naked Vision is required for record *never* make the binocular test, but test one eye at a time. It is sometimes best to avoid this, however, as per reasons above.

Commence by fogging both eyes with strong x spheres about 4 or 5 Diopter, or block one eye with opaque disc.

Now, with the largest type in position, commence reducing the lens in front of one eye with minus spheres, and as the type clears bring the next smaller into place and continue adding minus spheres and reducing size of type slowly until 10 10 or 6 6 is just clear with weakest possible minus sphere. It will be found that the binocular test will clear it still better and that a stronger correction can generally be taken in the binocular test.

In changing the minus spheres take your time and always take out the minus sphere from the frame and place it into the cabinet before placing the other one in the frame; this will give the accommodation a chance to relax still more on account of the fogging lens in front. Keep patient always looking through lenses and frame until completely finished.

When 10 10 is just barely cleared, replace the correct lenses by one lense of proper strength in the back cell; block this eye and proceed in exactly the same manner with the other eye.

Remember the binocular test should always show an improvement in vision and brighten up objects generally.

If a lens is in the back cell and you wish to change it without uncovering the eye, place a strong plus lens in front cell, then change lens in rear cell.

Addressing of Mail.

The Postmaster General of Canada has requested that publicity be given to this announcement:

In order to facilitate the handling of mail at the front and to insure prompt delivery it is requested that all mail be addressed as follows:—

(a) Regimental Number .....
(b) Rank .....
(c) Name .....
(d) Squadron, Battery or Company .....
(e) Battalion, Regiment (or other unit) Staff appointment of Department .....
(f) Canadian Contingent.....
(g) British Expeditionary Force .....
(h) Army Post Office, London, England. .....

Unnecessary mention of higher formations, such as brigades, divisions, is strictly forbidden, and causes delay.

Some Hens.

"Speaking of hens," said an American Traveler, "reminds me of an old hen my dad had on a farm in Dakota. She would hatch out anything from a tennis ball to a lemon. Why, one day she sat on a piece of ice and hatched out two quarts of hot water."

"That doesn't come up to a club-footed hen my old mother once had," said one of his hearers. "They had been feeding her by mistake on sawdust instead of oatmeal. Well, she laid twelve eggs and sat on them, and when they were hatched, eleven of the chickens had wooden legs and the twelfth was a woodpecker."

Cherries at the Fountain.

Every year the cherry becomes more popular at the fountain, and now the juice of the cherry, or cherry fruit stock, enters into the composition of many fountain drinks and syrups. It is better to purchase your cherry juice or concentrated stock, than it is to try and prepare your syrups direct from the fresh fruit, and in this respect, the cherry differs from such fruits as the lemon and orange.

Cherry Solid Syrup.—Mix thoroughly, three quarts of simple syrup and one-half ounce of soluble essence of ginger, and add two pints of cherry stock, one ounce of glycerin, and two ounces of solution of acid phosphate, and mix thoroughly. To serve, draw one ounce in an eight-ounce glass. Fill one-half full with shaved ice. Then fill with carbonated water, and mix, dropping a marachino cherry on top.

Black Cherry Mead Syrup.—Mix thoroughly one pint of black cherry juice, four ounces of rose syrup, eight ounces of cinnamon water syrup, four ounces of mead extract, one-half ounce of fruit acid, and six pints of simple syrup.

Castillian Syrup.—Mix thoroughly one pint of cherry juice, three pints of champagne syrup, two pints of rose syrup, eight ounces of orange syrup, eight ounces of lemon syrup, one ounce of vanilla extract, and two pints of simple syrup.

Cherry Blossom Syrup.—Mix thoroughly one dram of cherry essence, one dram of strawberry essence, one-half-ounce of vanilla extract, one-half ounce of fruit acid, one-half gallon of simple syrup and color cherry red. To serve draw one and one-half ounces in a twelve ounce glass, fill one-third full of fine shaved ice, and the balance with carbonated water, and mix.

Cherry Cider Syrup.—No. 1. Mix thoroughly one and one-half pints of cherry juice, one pint of sweet cider or fermented apple juice, one ounce of fruit acid, and six pints of simple syrup. No. 2. To one gallon of simple syrup, add two ounces of cherry cider extract, and one ounce of fruit acid, and mix thoroughly.

Cherry Cobbler Syrup.—Mix thoroughly two pints of cherry juice, two pints of white grape juice, one pint of water, and one ounce of fruit acid, and dissolve in the solution six pounds of sugar. To serve, draw one ounce in an eight ounce glass, and fill with carbonated water, dropping a marachino cherry into the glass.

Cherry Malt Syrup.—Mix thoroughly six pints of cherry syrup, and two pints of malt extract.

Cherry Malt Phosphate Syrup.—Dissolve six pints of sugar in three pints of cherry malt phosphate, and two pints of water, and add one ounce of fruit acid, and three ounces of acid phosphate.

Cherry Cream Syrup.—To one-half gallon of simple syrup, add eight ounces of freshly expressed juice of wild cherries, one ounce of fluid extract of wild cherry and one ounce of fruit acid, and mix thoroughly. To serve draw one and one-half ounces into a twelve ounce glass, and add one ounce of sweet cream, and fill with carbonated water.

Cherry Nectar Syrup.—Mix thoroughly one and one-half pints of cherry syrup, one pint of pineapple syrup, and one and one-half pints of vanilla syrup, and color red if desired. Use in the same manner as other nectar syrups.

Cherry Bloom Syrup.—No. 1. To seven pints of simple syrup, add twelve ounces of cherry juice, six ounces of strawberry juice, one ounce of extract of vanilla, and one ounce of fruit acid, and mix thoroughly. No. 2. To one gallon of simple syrup add six drams of cherry essence, two drams of strawberry essence, one ounce of vanilla extract, and one ounce of fruit acid, and mix thoroughly.

Cherry Velvet Syrup.—To twelve ounces of cherry juice add five pints of pure apple juice (sweet cider may be useful), and dissolve in the solution six pints of sugar, and add two drams of essence of bitter almonds, and one ounce of fruit acid.

Cherry Ferrone Syrup.—In an ounce of alcohol, dissolve three drops of oil of bitter almonds. Mix thoroughly six ounces of cherry juice, three ounces of raspberry juice, one ounce of fruit acid, fifteen drops of tincture of iron, one ounce of caramel, and enough simple syrup to make one gallon. Add the almond extract, made as directed. To serve, draw one ounce in an eight-ounce glass, and fill with carbonated water.

Cherry Flip Syrup.—Mix thoroughly one-half gallon of champagne syrup, one quart of cherry syrup, one quart of simple syrup, two ounces of fluid extract of wild cherry, and one ounce of fruit acid.

Cherry Lactart Syrup.—Mix thoroughly five pints of black cherry syrup, one pint of lemon syrup, one pint of orgeat syrup, four ounces of simple syrup and twelve ounces of lactart.

French Sip Syrup.—Mix thoroughly four pints of cherry malt phosphate syrup, and one pint of grape juice, with enough simple syrup to make one gallon.

Fruit Ensemble Syrup.—To two pints of cherry syrup, add one pint of strawberry syrup.—*E. F. White, in International Confectioner.*

A Philadelphia Story.

A Philadelphia minister told a story recently of the conversion to a religious life of a worldly woman. "I used to be," said she, "foolish and vain. Worldly pleasures and fashions were my only thoughts. I was desperately fond of silks, jewelry, ribbons, laces, automobiles, etc. But, my friends, I soon found that these worldly things were dragging me down to perdition. So I gave them all to my dear mother-in-law."

Coming to the Front.

Doctor (politely, but looking at his watch with visible impatience): "Pardon me, madam, but my time is not my own. You have given me all your symptoms in sufficient detail, and now, perhaps, you will kindly —er—ah—"

Husband (not so considerate): "Maria, he doesn't want to hear your tongue any more, he wants to look at it."

The Canadian Druggist

Vol. xxvii Toronto, December, 1915 No. 12

Greetings!

ANOTHER year hath rolled around and we all greet our friends and patrons with kindly words and goodly wishes for another twelve months' journey in circumnavigating the Big Round Sun. And let us realize that we are all on board the Good Ship EARTH, sailing through ethereal space, a boundless, shoreless sea, without mines, submarines, cruisers or dreadnaughts, bound for the harbor of Eternity. And let us reflect that billions of beings have sailed upon this ship before we came aboard, billions will sail upon it after we have disembarked, but that "You and I" are sailing on this ship together. Just now there is mutiny on board, but let us consider that it should be our pleasure, our joy, our duty, to make the Journey of Life with each other on this ship as pleasant, as profitable, as sweet, as joyful, as happy and delightful, as lies within our power. And with this thought may I extend to you and yours wishes for the very best the holiday season and the year nineteen-sixteen can bring to mortal man.

War Tax Stamps.

Important Decision by the Inland Revenue Department.

The following communication speaks for itself, and will be found a useful guide regarding disputed points in the Act governing the War Tax Stamps on Proprietary Medicines, etc.

The Canadian Druggist,

Gentlemen,—I acknowledge receipt of your communication of the 23rd instant requesting to be advised whether war tax stamps are to be affixed to bottles containing proprietary medicines which were opened previous to the date when the Special War Revenue Act came into force, viz., the 12th February, 1915; also whether war tax stamps should be affixed to small packages withdrawn from a larger package of patent medicine.

I may say, in reply, that from the date of the coming into force of the Act, *all* packages of proprietary or patent medicines, as defined by section 14, sub-section 4 thereof, should have war tax stamps of the requisite value mentioned in the schedule affixed to the packages at the time of the sale to the consumer.

In cases where small packages are filled from a preparation kept in bulk, or in larger packages, it is required that war tax stamps of the requisite value should be affixed to each of the small packages at the time of sale to the consumer.

I remain, gentlemen,,
Your obedient servant,
G. W. Taylor,
Asst. Deputy Minister and Secretary.

P.S.—I am enclosing for your information a copy of the decisions already issued on this subject.

STATEMENT OF DECISIONS RE PATENT MEDICINES AND TOILET ARTICLES.

Any *Condition Powder* which is recommended to the public as a remedy or specific for any disease or affection affecting an animal requires to be stamped.

As to *Stock Foods and Animal Disinfectants*:—It will be necessary to forward the wrapper and other printed matter setting forth the properties and qualities of the food or disinfectant.

Lithia Tablets, not associated with the name of any particular maker, are not subject to the tax.

Aspirin, I am advised, is recognized by the French Codex as official and hence is not subject to the tax.

Antikamnia Tablets are subject to the tax, whether sold by the dozen or otherwise. This, we understand, is a preparation the right or title to make which is held exclusively by one concern.

Plain Adhesive Plasters, not included in the class of plasters included in the definition, are not subject to the tax.

With regard to *Barbers*, all goods subject to the tax sold to barbers to be used by the barber, and not to be resold, should be stamped at time of sale to the barber, whether the sale is made by you as a dealer or by a manufacturer.

Whatever the *selling price* is, that governs the *amount* of stamps to be affixed.

Wherever a *perfume* is sold over the counter, the stamp must be affixed by the vendor to the bottle or container to the amount required by the Act. The stamp, therefore, need not be put upon the container in bulk, but must be placed upon the container delivered to the purchaser.

Baby Foods are not subject to the war tax.

Belladona Plaster B. P. is clearly not subject to the tax. If, however, such plaster is sold under the name of a particular maker, the case is probably otherwise. If there is any case in which you have doubt, please send sample of the labels and of the literature under which the article is sold.

Ordinary Court Plaster and *Adhesive Plasters* are not liable. This is subject to the remarks made above.

If *Cough Drops* in the large container are put forward by the makers as a remedy or specific for any disease or affection, the fact that these drops are taken and placed in small packages without such label, does not relieve them from the tax. Ordinary cough drops without any claims as above suggested, are not subject to the tax.

If an article is marked a *dollar* and is sold for *seventy-five* cents, the tax should be collected on the latter amount.

As *"Nyal's Hydrogen Peroxide"* and *"Johnson's Belladonna Plasters"* are recommended to the public as remedies or specifics, they are subject to the tax. Neither "Nyal's Hydrogen Peroxide" nor "Johnson's Belladonna Plasters"" will be found in the pharmacopoeia.

Toothache Gum or Drops, Liquid, Court Plaster, Corn Cures:—In these cases samples of the labels and literature with which the same are sold should be submitted to the Department before a decision can be given.

Louse Killers, Powders or Liquids:—These are not subject to the tax.

Liquid Peptonoids, if a preparation merely of beef, milk and wheat, recommended on dietary grounds alone, are not subject to the tax.

Sanatogen.—This is a proprietary or patent medicine within the meaning of the section, and consequently is subject to the tax.

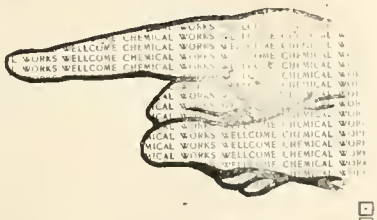
Shaving Soaps are exempt from the tax.

Lithia Tablets are exempt from the tax, while Wyeth's Lithia Tablets are subject to the tax, as they are sold under the name of a particular maker and recommended to the public as a remedy or specific for a disease or affection affecting the human body.

With regard to *Vaseline*, this article is named in

Fine Pharmaceuticals

The following are Burroughs Wellcome & Co.'s Trade Marks or Brands



'TABLOID' (Trade Mark)
'SOLOID' (Trade Mark)
'KEPLER' (Trade Mark)
'HAZELINE' (Trade Mark)
'WELLCOME' (Trade Mark)
'VAPOROLE' (Trade Mark)
'ENULE' (Trade Mark)
'ELIXOID' (Trade Mark)
'VALULE' (Trade Mark)
'VALOID' (Trade Mark)

The sale of articles of other manufacture, when these Brands are specified in ordering, is an infringement and unlawful.

BURROUGHS WELLCOME & CO., LONDON (ENG.)
MONTREAL: 101-109, CORISTINE BUILDING
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Quinine
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Keep the Money in the Empire and
Get the Purest and Best
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WELLINGTON KNIFE POLISH—Prepared for Oakey's Patent Rubber Knife Boards and all Patent Knife Cleaning Machines. In Canisters.

"POLYBRILLIANT" ROUGE POMADE—For cleaning all metals. In tins.

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FURNITURE CREAM—For cleaning and polishing Furniture, Patent Leather, Oil Cloth, etc. Glass and Stone Bottles.

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SILVERSMITH'S SOAP—(Non-Mercurial) for cleaning and polishing Silver, Electro-Plate, Plate Glass, Marble, etc. In Tablets.

Sold everywhere by Ironmongers, Grocers, Druggists, Oilmen, etc.

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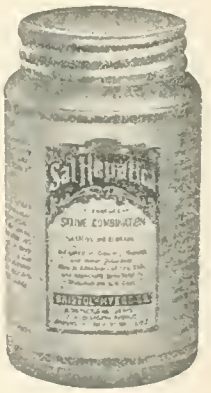

Small size, per doz.,		$2.85
Medium "	"	5.70
Large "	"	11.40

GASTROGEN TABLETS

A Neutralizing Digestive

Per dozen small $ 5.70
Per dozen in 500's 34.00

$20.00 lots less 5 p.c. trade disc't
50.00 lots less 10 p.c. trade disc't
Terms, 5 p.c. 30 days.
Through Jobbers.

BRISTOL-MYERS CO.

Brooklyn New York

Canadian Agents
The LYMAN BROS & CO. Limited, Toronto
LYMANS, LIMITED, Montreal

either one or both of the pharmacopoeias as officinal, and in consequence is not subject to the tax. It does not follow, however, that vaseline preparations are not subject to the Provisions of section 14 of the Special War Revenue Act. In order to determine the matter, in the case of any particular preparation, you would have to submit a sample of the preparation and of the advertisements or literature used in connection with the sale thereof.

Seidlitz Powders and Aromatic and Tasteless Castor Oil.—These articles are not patent or proprietary medicines within the meaning of the definition. If, however, either of them is sold, for example, as "Jones' Seidlitz Powders," or "Jones' Aromatic Castor Oil," and the other advertisements connected with the sale claim that "Jones' Castor Oil" or "Jones' Seidlitz Seidlitz Powders" is a remedy or specific for any particular disease, the answer would probably be otherwise. In all such cases please submit sample of article, together with the advertisements, labels and literature under which the article is sold.

Calomel and Sodium Bicarbonate.—There is nothing in the definition in Section 14 of proprietary or patent medicine which brings this preparation within the meaning of the definition. There is no secret or hidden formula in connection with the making thereof. The formula is stated on the face of the package. Neither do the makers recommend the preparation to the public as a remedy for any disease or any affection whatsoever.

Carbolated Vaseline, which is pure vaseline with 3 per cent. of Carbolic Acid, should have a stamp affixed thereto at the time of sale to a consumer.

Physicians' Prescriptions are exempt from the stamp tax, subject to the exception hereinafter noted.

A Prescription of an Unbroken Bottle of a Proprietary or Patent Medicine.—On the sale of such an article stamps must be affixed whether with or without a prescription.

A Prescription itself does not require to be taxed. If a proprietary medicine enters into the prescription, the proprietary medicine might be supplied from a small bottle repacked from a larger container, and the stamp placed on the small bottle when repacked. The small bottle repacked would then be available either for sale or for use in filling prescriptions.

Pepsin Gum is not a proprietary or patent medicine within the meaning of the definition.

Fruit Syrups are not subject to the provisions of the Special War Revenue Act, and do not require to be stamped.

Grape Juice which is not fermented, ordinary *Lime Juice*, and *Lime Juice Cordial*, are not subject to the war tax.

Perfection Cocoanut Oil Egg Shampoo.—As this article is a preparation used for the hair and falls within the definition of a "perfumery" as set forth in subsection (iii.) of section 14 of the Special War Revenue Act, 1915, it will, therefore, be subject to the stamp tax provided for in that Act. Any shampoo which is specially prepared for the hair is liable to the stamp tax.

Medicines prepared by druggists from several drugs or ingredients in accordance with *physicians' prescriptions* are not proprietary medicines.

Proprietary Medicines purchased by druggists, *in bulk or large packages*, for the purpose of being repacked in smaller packages, without the addition of any drug or ingredient, for sale to individuals, become liable to stamp tax at the time of sale by the druggist.

Proprietary Medicines purchased by druggists and used by them for compounding with other drugs or ingredients in accordance with *physicians' prescriptions*, must have the stamp affixed to the bottle or container before being opened by the druggist, as he is the consumer, the compounded article not being a proprietary medicine.

Respecting the affixing of stamps to *bulk and broken packages containing patent medicines*, I may state that on each sale, irrespective of the value thereof, to a consumer of any bottle of package containing a proprietary or patent medicine, stamps must be affixed thereto on the basis of one cent for each twenty-five cents retail price, or fraction thereof.

In the case of a proprietary preparation sold to hospitals, the hospital is regarded as the consumer, and war tax stamps must be placed on the article by the ven- at the time of sale to the hospital.

Proprietary of patent medicines are by the terms of the Special War Revenue Act subject to stamp duties when sold to a consumer. *Dentists and Surgeons* may be consumers within the meaning of the Act, and the time at which the stamp will require to be affixed depends upon the nature of the article. If the nature of the article is such that the dentist or surgeon is not the retailer of the package, but uses it in his profession, then in such cases the stamp must be affixed by the person selling to the dentist or surgeon. If, however, the article is sold in its original package by the dentist or surgeon, then he must affix the stamp at the time of sale. The dentist or surgeon is a consumer within the meaning of the section in the former case; the purchaser from the dentist or surgeon is a consumer in the latter case.

There is nothing in the Act which says *who shall pay the tax.* The druggist or merchant can say he will not sell unless the stamp is paid for in addition to the ordinary retail price, and the purchaser may say with equal right that he will not buy if he has to pay the stamp tax in addition. Under these circumstances, if the merchant is anxious to make a small profit and the purchaser is firm, the merchant would probably absorb the tax. If, on the other hand, the merchant is firm and the purchaser wants the article badly, the purchaser will pay the tax.

The definition of perfumery is as follows:

(iii.) " 'Perfumery includes alcoholic and non- alcoholic perfumes and perfumed spirits, by rum, cologne, and lavender waters, hair oil, tooth and other powders and washes, pomatums, pastes, and all other preparations used for the hair, mouth and skin."

This definition does not include soap, even though containing perfume.

HYDROGEN PEROXIDE

is practically off the market at present, owing to the great scarcity of Peroxide of Barium.

Something to take its place is needed at once, to meet the steady demand for a reliable germicide and antiseptic, for general use.

WAMPOLE'S
Formolid Antiseptic Solution

answers the requirements fully, possessing in an efficient degree the cleansing qualities of Hydrogen Peroxide and in addition, medicinal and healing virtues not found in that preparation. You can recommend it also as a powerful antiseptic and disinfectant, which is absolutely safe.

So many people know the valuable properties of Formolid Antiseptic Solution now, that it will be readily accepted as a substitute for Hydrogen Peroxide.

Order at once, as shipments in severe cold weather will not be safe.

MAIL THIS ORDER AT ONCE

Henry K. Wampole & Co. Limited
Perth, Ont.

Please send me by freight express.....doz. Formolid Antiseptic Solution.

Name .....

Size.....Address .....

PRICES { 4 oz.—$1.75 per dozen
12 oz.—$4.00 per dozen

DISCOUNTS { 10% on 3 doz.
12½% on 12 doz.

BOTH SIZES MAY BE ASSORTED

Freight Allowed up to 5 per cent. of Invoice.

Henry K. Wampole & Co., Limited

Manufacturing Pharmacists

PERTH, ONTARIO, CANADA

Applying the *ejusdem generis* rule to the "other preparations," it is clear that soaps are not included. The "other preparations" referred to are preparations of the same character as the class of article named in the definition.

There remains for consideration the right to tax soaps under the proprietary or patent medicine definition. Any soap which purports to be a remedy or specific for a disease and not within the pharmacopoeia exception, is taxable.

For example, take Wright's Coal Tar Soap. The wrapper in which this soap is sold contains a quotation from a testimonial given to it by Dr Hardwick, physician to the Sheffield Public Hospital for Diseases of the Skin, says: "I consider Wright's Coal Tar Soap by far the best preparation of the kind I have met with. I have ordered it in many severe cases of chronic skin diseases with the most beneficial results." The soap is therefore recommended to the public by the vendors or proprietors as a remedy or specific for a disease, and is taxable.

Resinol Soap.—The use as a medicinal agent of this soap is advocated in conjunction with resinol ointment. The wrapper states: "In eczema, ringworm, etc., the use of ordinary toilet soaps for the purpose of cleanliness is often impossible, as the alkali in these tends to increase the irritation. Resinol soap is free from this irritating impurity, and its use is advised in such cases, not only for cleanliness but for softening and removing crusts and scales and for preparing the affected surface to receive the resinol ointment. In fact, *the resinol medication in it may even make resinol soap* of direct help in the treatment of these distressing troubles." This is a recommendation to the public by the vendors that this soap is a remedy for eczema, ringworm, etc. It is, therefore, taxable.

Cuticura Soap.—There is no claim made for Cuticura Soap in the advertisement as a remedy or specific for any disease. In any case in which cuticura soap is recommended by its proprietors as useful as a remedy, it is only in conjunction with cuticura ointment. The direction is to use the soap first, and then to follow up with an application of the ointment. The circular makes clear that it is only preparatory to the ointment that the soap is to be used when a cure is o be effected of some disease by the ointment. It is, therefore, not taxable.

Packer's Tar Soap is recommended as a cleanser. While it is claimed to possess antiseptic qualities, it is not put forward alone as a specific for any disease. It has an adjunct somewhat similar to the cuticura ointment, namely, "Packer's Cutaneous Charm." The latter is the article that works the miracle after cleansing thoroughly with Packer's soap. It is, therefore, not taxable.

A doctor who keeps patent medicines with which to treat his patients, is a consumer.

Doctors are consumers, except when, being the proprietor, they buy wholesale for their drug stores, in which case they are considered retail merchants.

Medicinal wines are "proprietary or patent medicines" when advertised as remedies or specifics for any disease or affection of the human body.

In the case of a remedy in packages containing small vials, each of which is a part of a treatment, the vendor will place a stamp of the requisite value on the package in such a way as to prevent the removal of the vials without breaking the stamp.

A patent medicine sold by retail to a doctor is subject to the war tax.

All medicinal preparations which comply as to name, composition and definition with the requirements of the British and United States Pharmacopoeias, and the French Codex, are exempt from the war tax, provided they are sold under the precise name given them in the pharmacopoeia.

Bona Fide Flavoring Extracts and Essences, used for culinary purposes, are not subject to the war tax.

Perfumes sold at cost price, as samples, are subject to the war tax, and a stamp of the requisite value based on the retail price must be affixed.

Disinfecting with Formaldehyde.

The germicidal powers of formaldehyde vary widely with the organism and conditions under which it is employed. Tubercle bacilli require forty-five minutes for their destruction in a 5 per cent solution; as the temperature is raised the solution is more active. Gaseous formaldehyde is not to be depended upon as a germicide when the temperature is lower than 16 deg. C. (60.8 deg. F.). Tightly closed rooms may be disinfected by wetting sheets with 150 mils. (5 fluid ounces) of the official formaldehyde solution for each 1,000 cubic feet of space, and allowing this to evaporate. The room is kept closed for twenty-four hours. Clothing and other fabrics must be hung up so that the gas will come in contact with every portion. The room should be heated if the fumigation is carried out in winter, and the atmosphere should be kept moist by the evaporation of water. After a room is disinfected in this way, the irritating odor of the formaldehyde persists for some time after doors and windows are opened. This disadvantage may be overcome by spraying a little ammonia into the room or by exposing it freely on plates.—*Journ. Amer. Mer. Assoc.*

A Photographic Flashlight.

The following mixture is said to produce a flash of 20,000 candle-power:—Finely powdered magnesium, 20; barium nitrate, 30; flowers of sulphur, 4; beef suet, 7; The magnesium and the barimu nitrate, both in very fine powder, are mixed, the sulphur added, and the whole passed several times through a very fine sieve. The suet is then melted, and the powder thoroughly worked into it. The product is packed into a zinc box about 3 inches in diameter and 4 inches deep. A box of this size will hold about a pound of the mass.—*Nat. Drug.*

Grand Prize, Brussels, 1910 Gold Medal, St. Louis, 1904
Grand Prize, International Exhibition, London, 1909

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Do you realize the value of these goods in your store all the year round ?

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Vanderhoof & Co. Limited
WINDSOR ONTARIO

Ontario College of Pharmacy.

Semi-Annual Meeting, November 18th.

When the College of Pharmacy Council met in the Board room of the College, Gerrard St., on the occasion of the semi-annual meeting on November 15th, President Jury occupied the chair, and welcomed the members in a short speech.

Those present at the opening of the session were:—Henry Watters, Ottawa; E. W. Case, Picton; J. H. Jury, Bowmanville; G. E. Gibbard, Toronto; W. H. Worden, Toronto; H. G. Robertson, Barrie; T. E. McLellan, Galt; Alex. Stewart, Guelph; B. Griffin, Hamilton; E.L. Wigle, Goderich; J. F. Roberts, Park Hill; A. J. Johnston, Sarnia, and C. T. Adams, Sault Ste. Marie.

The first business before the Council was the election report, which Registrar W. B. Graham presented. It recorded the fact that the elections had been held on August 4, 1915, in two districts only—District No. 2 and District No. 11. The result of the balloting therein was as follows:

District No. 2—E. W. Case, Picton, 38; C. S. Prouse, Kingston, 23.

District No. 11—J. F. Roberts, Parkhill, 46; J. T. Pepper, Woodstock, 34.

In the other eleven districts all the old members of council were returned by acclamation. Messrs. John Hargreaves and W. J. A. Carnahan, of Toronto, acted as scrutineers.

Following the adoption of the report, the election of officers was proceeded with. W. Stewart moved, and Mr. Gibbard seconded, that Mr. Johnston be appointed President, and the meeting unanimously endorsed the motion.

In taking over the chair, the representative of District No. 13 thanked the delegates for the honor accorded him. Mr. E. R. Wigle, on the nomination of W. Case, seconded by W. Roberts, was then appointed Vice-President. In taking his seat Mr. Wigle thanked the Council and asked the members for their indulgence and assistance. W. Graham was unanimously returned Registrar-Treasurer for the ensuing term, and briefly thanked the Council for the honor.

The next business was the formation of a striking committee, the following being selected to serve: Messrs. Robertson, McLellan, Stewart, Watters, and Worden.

On the motion of Mr. Watters, seconded by Mr. Robertson, a resolution of condolence and sympathy was extended Mr. Gibbard, "on the sad calamity that has overtaken him in the loss of his wife."

The meeting then adjourned to permit the striking committee to bring in a report.

On resumption, half an hour later, Chairman Watters, of the Striking Committee, presented the following report which named the personnel of the committees as stated:

Finance and Property—Messrs. Adams, Jury and Wigle.

By-Laws and Legislation—Messrs. McClellan, Robertson and Gibbard.

Education and Research—Messrs. Worden, Stewart and Watters.

Division and Infringement—Messrs. Griffin, Case and Roberts.

After several communications had been read by the Registrar and ordered to be filed, or sent on to committees, the Council adjourned until the following day.

TUESDAY.

In their first report, the Committee on Education and Research, recommended that a new diploma be issued to C. G. Smith, of Welland, who had changed his name from Schmidt. The report also recommended the Council to endorse the revised British Pharmacopœia and to advise dispensing in accordance to its standing.

It recommended that a grant of three months' salary, $375, be made to Professor Chambers, at present on active service with the University Hospital in the Dardanelles. With respect to the salaries of the absentee professors, the committee advised that these be discontinued, and that notification be made of this action through the Registrar-Treasurer. The latter will also point out that the positions of the professors will be open to them on return from serving their King and country.

The report was presented by Chairman Worden, who moved its adoption. It was carried without dissension.

Chairman T. E. McLellan presented the report of the By-law and Legislative Committee, which said in part:

"Re Bulletin No. 315, Inland Revenue Department, 'Laudanum,' we recommend that Council memorialize the Dominion Parliament to amend the Act so as to make the 1914 Edition of the British Pharmacopœia official throughout the Dominion."

With regard to the reciprocity agreement with the Pharmacy Board of Victoria, Australia, the report said:

"Your committee is pleased to have this agreement duly executed, and would place on record that all applicants from this State be registered upon complying with the agreement and the payment of a fee of $50."

The application of S. O. Lemmix, Smith Falls, for registration from July 1, 1914, was granted.

Paul T. Cochrane, of St. Thomas, who has joined the

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Christmas Greetings

With the hope that early in the New Year there may be

"Peace on Earth"

and that the slogan of the nations may be

"Goodwill Toward All Men"

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WHOLESALE DRUGGISTS TORONTO, ONTARIO

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Safe for the party with a **sprain** or **bruise**; and surely **sane** treatment–because the Doctor is sure to approve the prompt application of

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second Canadian Contingent Pioneer Corps, will be allowed the time he may serve in the army to reckon towards his apprenticeship.

The Council reaffirmed its intention to treat apprentices who have enlisted according to the lines laid down on November 11th last.

Numerous inquiries have been received from interested parties, and the committee brought in the following recommendation, which was at once adopted:

"In view of the many inquiries received by the Registrar-Treasurer from apprentices as to what would be done in regard to reckoning their time on active service, your committee feel that recognition is due all such, and we advise that all apprentices who have served two years, who may enlist, should be allowed one year on their time, or such portions of said year as they may put in on active service. Where such service may be as medical compounder with the Canadian Army Medical Corps, then such service, whether for a longer or shorter period may be allowed as Council deems best. Each case must be dealt with on its merit on return from the front."

The request of Mrs. Manning, of Clinton, that a diploma be granted her son Lewis, who has written on his senior examination of the College of 1913, and is now on active service, will be considered when Mr. Lewis returns from the firing line.

The committee dealt with the proposed reciprocal arrangements with the Province of Saskatchewan as follows:

"We regret that the Saskatchewan Pharmaceutical Association could not see its way clear to enter into any agreement as submitted by us, and in view of the points mentioned in their letter to the Registrar-Treasurer, we would recommend that the Council ask the Saskatchewan Association to submit an agreement containing their views for our consideration."

The report was adopted without a vote. Council then adjourned.

WEDNESDAY.

A second brief report presented by Mr. Worden on behalf of the Committee on Education and Research, advised Council to direct that a complete file of the *Pharmaceutical Journal*, of London, England, be placed in the College library. At present some of the numbers are missing, and Registrar Graham will have the task of obtaining the missing files by exchange or donation.

Dean Heebner's report for the 36th session was read by Mr. Graham, and referred to the committee.

It cited the fact that the total number of students who presented lecture tickets and who are enrolled on the register is 75. Of this number one dropped out during the fifth week and did not return. The curriculum for the Junior Term has thus far been carried on without interruption, except for the usual Thanksgiving holiday and the Varsity "field day."

Dealing with the absence of the members of the professiorate at the front, Dean Heebner said:

"Owing to the emergency of the Department of Chemistry and Materia Medica created by the absence of Professors Chambers and Fotheringham, and in accordance with the action of the Council at its last semi-annual meeting (June, 1915), the work in these departments is being performed by Prof. Evans and Mr. R. O. Hurst respectively, in a very satisfactory manner.

"The deportment of the classes is highly satisfactory and most commendable. Sixteen of its members are taking didactic and drill instructions with Company F. of the University Officers Training Corps, and five others are members of the military band of the battalion.

"Cecil McLean carried the Pharmacy colors well to the front at the Stadium on Varsity 'field day,' by winning first place in both the 220 and 440 yards sprints, and second place in throwing the discus.

"The Bawden Plant Collection prize has been awarded to Miss Anna M. Ferrari, of Windsor, who was the only student that submitted the requisite number of properly mounted and classified Canadian plants.

"The professoriate recommends that the next session shall commence on the 7th of September, 1916, and terminate on the 27th of April, 1917, the Junior Term to close on the 16th of December, 1916 (representing fourteen and a half consecutive weeks), and the Senior Term to begin on January the 3rd, 1917, continuing for seventeen consecutive weeks.

"Authorization is also sought for the expenditure involved in the publication and distribution of 2,600 copies of the annual Announcement for the College session of 1916-1917.

"The professoriate regrets the cause of the continued absence of Lieut.-Col. Fotheringham, with headquarters somewhere in France, and of Lieut.-Col. Chambers, with the University Base Hospital at Alexandria (both of whom are faithfully serving their king and country), and hopes for their safe return at no far distant date.

"Attention is directed to the anomaly existing concerning the legal status of the 1914 revision of the British Pharmacopoeia in Canada. The revised edition is now legal authority in the United Kingdom, and although its recognition is endorsed for Canada, yet such endorsement can carry no legal force so long as the Adulterations Act, which recognizes the B.P. of 1898 standards, remains unchanged."

The Dean's report was referred to the Education Committee, after which Registrar Graham presented his semi-annual financial statement, as below:

STATEMENT OF THE JOHN ROBERTS' SCHOLARSHIP FUND.

By Toronto General Trusts Corporation Guaranteed Certificate	$3,000.00	
" Bank of Commerce, Special Account (last audit)	393.15	
" Bank of Commerce (interest)	5.70	
" Toronto General Trusts Corporation, (interest)	75.00	
		$3,473.85
Less O. P. Watson, Vernon, B. C.	$ 100.00	
P. W. Ellis & Co., Ltd, medal	20.00	
		120.00
Balance		$3,353.85

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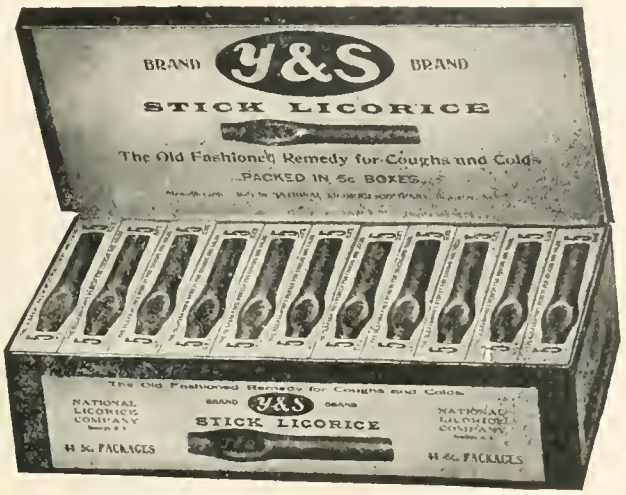

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TORONTO — MONTREAL — WINNIPEG

Audited and found correct.

J. H. MacKenzie,
James Watt, *Auditors.*
Toronto, November 10, 1915. W. B. Graham,
Registrar-Treasurer.

RECEIPTS.

Cash on hand (last audit)	$ 60.83
Bank of Commerce, General Account	6,206.32
Bank of Commerce, Savings Account	2,070.75
Apprentice Registration Fees	69.00
Deposit Fees	384.75
Infringement	40.00
Lecture Fees	4,919.00
Examination Account	20.00
License Sales Registers	4.37
Entrance Fees	124.00
McGill Street property	261.00
Central Canada Loan & Savings Co.	3,000.00
Canada Permanent Mortgage Corporation	2,000.00
Poison Sales Registers	14.50
Certificates for file	5.00
Reciprocal Registration Fees	100.00
Diplomas	5.00
License Renewal Fees	845.00
Interest and Exchange	395.53
M. D. Registration Fees	12.00
Canadian Formulary	5.60
Canadian Bank of Commerce	100.00
	$20,642.75

DISBURSEMENTS.

Auditors	$ 10.00
Toronto General Trusts Corporation	4,000.00
Coal	457.50
Deposit Fees	400.01
Divisional Committee	25.00
Insurance	495.00
Infringement	75.10
Lecture Fees	365.85
Library	128.50
Toronto Mortgage Corporation	2,000.00
Central Canada Loan & Savings Co.	3,000.00
Examination Account	74.33
Gas and Light	58.15
Entrance Fees	2.00
McGill Street property	517.08
Poison Sales Registers	178.00
Council	1,047.70
Ontario College of Pharmacy	761.46
Postage	110.00
License Renewal Fees	72.95
Supplies	443.94
Interest & Exchange	22.65
Scrutineers	10.00
Canadian Formulary	190.00
By-Laws & Legislation	28.00
Salaries	4,016.18
Water Account	9.66
Cash on hand (Oct. 30, 1915)	37.84
Bank of Commerce, General Account	1,178.16
Bank of Commerce, Savings Account	927.69
	$20,642.75

ASSETS.

College Building	$30,228.80
College Lot	8,000.00
McGill St. Property	6,500.00
Canadian Formulary	190.00
Poison Sales Registers	200.50
License Sales Registers	76.23
Supplies	1,170.50
Apparatus	8,337.87
Furniture	4,259.67
Outstanding Accounts	172.53
Rents	72.60
Renewal Fees (Arrears estimated)	20.00
Cash on hand	37.84
Bank of Commerce, General Account	1,178.16
Bank of Commerce, Savings Account	927.69
Canada Landed & National Investment Co., Debenture	2,000.00
Central Canada Loan & Savings Co., Debenture	3,000.00
Guelph & Ontario Loan & Savings Co., Debenture	4,000.00
Toronto General Trusts Corporation, Guaranteed Certificate	4,000.00
Toronto General Trusts Corporation, Guaranteed Certificate	3,000.00
	$77,372.39

LIABILITIES.

Outstanding Accounts	$ 121.05
Salaries	300.00
Balance	77,951.34
	$77,372.39

Toronto, November 10th, 1915. W. B. Graham,
Registrar-Treasurer.

The financial statement was adopted without discussion, and Council adjourned until Thursday afternoon.

THURSDAY.

When Council met on Thursday the report of the Education and Research Committee was first dealt with. In their report the committee recorded its pleasure that the new issue of the Canadian Formulary authorized by Council had been provided.

"It is hoped that the members of our College," said the report, "will take advantage of its facilities for the production of ethical pharmaceutical preparations, and promote its use and preference to the combinations therein elaborated. It is recommended that in future editions the metrical system of weights and measures, as adopted by the British Pharmacopoeia, be exclusively indicated. We would also recommend that the numerical features be abolished, as the alphabetical arrangement serves all useful purposes. We advise that copies be sent to the various pharmaceutical and medical journals throughout the country."

The recommendation to substitute the metrical system for the present one precipitated an animated debate.

Mr. G. E. Gibbard opposed it strongly.

"Pharmacists are not all scientists," he declared, "and you have to remember that you are dealing with a large number who are not familiar with the metrical system. It is recognized that the British Pharmacopoeia is a mistake as far as being of any use to pharmacists. We don't want the metrical system in Canada, and I, for one, strongly object to this clause. I do not think it is necessary to burden the pharmacists of this city and Province with a new weights and measures scale."

As a member of the committee who had recommended the innovation, Mr. Watters defended his attitude.

"To tell us that the metrical system is not wanted and would prove a burden on Canadian pharmacists is a confession of inexperience with the system," he said. "A man who has once adopted a decimal system would never go back to one in which the weights and measures have no relation at all. In Ottawa we get many metrical prescriptions, and we make all our formulas by them."

Mr. Gibbard: "I am satisfied that if you took a vote of the pharmacists of Ontario you would have 100 to 1 against it. It is no use trying coercion."

"Whatever can be said in criticism of the British Pharmacopoeia," said Mr. Stewart, "there can be none said of the metric system. Don't be old-fashioned, for that system is coming without a doubt, and we should be be prepared to recognize that."

December is a particularly good month in which to push COLUMBIA Little Cigars.

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Lactopeptine Powder (oz. bots.) Lactopeptine Powder (½ lb. bots.) Lactopeptine Tablets. Lactopeptine Elixir, Plain Loctopeptine Elixir, Bismuth, Lactopeptine Elixir, Iron, Quinine, and Strychnia, Lactopeptine Elixir, Gentian and Chloride of Iron.

Arlington Chemical Co.'s Preparations

Beef Peptonoids (Powder) Peptonoids, Iron and Wine, Liquid Peptonoids. Liquid Peptonoids with Coca. Liquid Peptonoids with Creosote Phosphagon.

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PREPARATIONS

Borolyptol. Velvet Skin Soap. Hemaboloids. Kola-Cardinette Velvet Skin Powder.

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The speaker declared that scarcely a scientific institution or college had not adopted the metric system.

Mr. Gibbard expressed the belief that in England complaints were frequent, and many of the highest scientists had raised objections

Eventually the report was adopted.

The Financial and Property Committee in their report advised that the application of E. A. Caughill, of Aylmer, for a refund of a fine be refused.

The Registrar was ordered to procure 2,600 copies of the annual Commencement, and was also authorized to withdraw sufficient funds from the savings account to pay current expenses.

Miss Naylor, official stenographer to the College, who has been suffering from appendicitis, was granted four weeks' leave on pay.

Council then adjourned until the following morning.

FRIDAY.

On Friday morning Council met at 9.30, with President Johnston in the chair, to consider the report of the Division and Infringement Committee, presented by Chairman Griffin.

Amongst other items it mentioned that the following convictions were secured and fines imposed by the police magistrate at Cobalt:

Curtis Defoe Co., keeping open shop without a qualifying manager director, $20.00.

C. E. Griffiths, a clerk in the same store, for selling poisons without a license, $20.00.

Assistant Inspector Boyd prosecuted in both cases.

The Registrar reported that he had inspected the records of sales of cocaine by wholesalers and manufacturers in Toronto, Hamilton and London, and found that the sales were not so large as in previous years. He has yet to visit Montreal, Ottawa and Kingston.

The committee suggested that a series of divisional meetings be arranged during the summer, and recommended that the meetings be addressed by the College Solicitor and Registrar-Treasurer with a view to a better understanding of the Act and its working upon the interests of the retail druggists, satisfactory arrangements having been made.

The report voiced the recommendation that when complaints for alleged violations of the Pharmacy Act are reported and are being considered by the Infringement Committee, the representative of the Council in that district should act on the committee.

The report was adopted.

The Committee of Education and Research in dealing with the question of the lowering of the standard of educational requirements for apprentices, advised against it "in view of the affiliation agreement with Toronto University."

"It has come to the knowledge of this committee," said another clause of the report, "that practice of serving partial apprenticeship in drug stores while engaged in other occupations, is quite contrary to the Pharmacy Act, and we recommend that a warning be issued through this report that any such apprenticeships thus served will not be accepted."

The report was unanimously concurred in.

Mr. Watters moved that a grant of three months' salary be allowed Professor Graham Chambers, now overseas, and be given by Council.

The motion, however, was lost after some debate.

Messrs. Watters, McLellan and President Johnston were appointed to act with the committee to arrange for district meetings.

On motion of Mr. Case, seconded by Mr. Roberts, Council adjourned until the June session.

Pharmacists in the Army Medical Corps.

The following letter from the Department of Militia speaks for itself. It would seem that pharmacists at last have their just rights, and are granted the standing of Lieutenants in the Army.

Department of Militia and Defence,
Ottawa, November 29, 1915.

From the Adjutant-General Canadian Militia:

Re dispensers of medicine.

Sirs,—I have the honor to acknowledge receipt of your letter of the 23rd instant, in which you enquire as to the standing of pharmacists in the Army Medical Corps.

I have to inform you that, in the case of dispensers for the Medical Service for the front, and in connection with our large hospitals at the front, they must be legally and properly qualified, and are granted the rank of Lieutenant in the Canadian Militia.

I have the honor to be, sir,

Your obedient servant,
W. E. L. Hodgins.
Brigadier-General, Adjutant-General.

On September 21 the new arrangement became effective between the Manitoba Pharmaceutical Asso. and the University of Manitoba, instruction for those desiring to qualify as licensed pharmaceutical chemists, formerly carried on by the Association, being now undertaken by the University, which also gives the degree of Phm. B. The fees are: Matriculation, $5.00; Tuition (each course of study), $8.00; Annual Exam., $8.00; Degree of Phm.B., $10.00.

Epsom Salts in B.C.

Mr. Raymond, of Orville, is developing an epsom salts mine, we are told, in Richter's Pass, British Columbia. At the present price of this article a mine of it would be very valuable.

Preparedness is not only an excellent national policy, but an admirable mercantile policy.

"NADRUCO"

A Month to Christmas

Are you running out of any lines? If so make use of us for quick service on "hurry up" orders. We have still a supply of "WHITE GOODS" both "Solid French Ivory" and "Imperial Ivory". Toilet and Manicure Cases and Bristle goods of all kinds.

Soldiers' Metal Mirror

(In Leather Case.) We have a winner at $4.20 dozen.

National Perfumes

From $2.00 a dozen up. Boxed and in bulk. Tipperary sachet is the best yet. 4 oz. bottle $1.25 each, 1 oz. bottle $4.00 dozen.

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Very shortly your customers will be demanding M. S. C. Cocoanut Oil Shampoo, and we advise placing your orders early.

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This old, strong company, which never quibbles nor side-steps, puts the most positive kind of a guaranty

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"Complete satisfaction or money back" goes with every package and we stand behind you for the full retail price. No lost profits. Pinex sales increase steadily year by year. It's as staple as cotton, wheat or sugar.

The Pinex Company
TORONTO, - - ONTARIO.

What is a Drachm ?

By J. W. Sturmer.

Several years ago the Bureau of Chemistry, Department of Agriculture, essayed to define whiskey. The controversy which developed continued for several years, cost hundreds of thousands of dollars, and involved not only the officials of the Bureau of Chemistry, but also the President of the United States, members of Congress, judges and scientific and gustatory experts. The press and the popular magazines featured matters pertaining to the "Great Whiskey Controversy;" so the public was as familiar with fusel oil as it now is with Przemysl.

Last July the Chief of the Bureau of Chemistry, Dr. C. L. Alsberg, in General Information Opinion No. 66, made the official pronouncement that the designation "dram" be taken to refer to 1-16 of an avoirdupois ounce, or 27.34 gr. At the November meeting of the Philadelphia branch a resolution was adopted protesting against this official interpretation of the word "dram." But speaking generally, the country and the public have remained calm. Of course, if our chief chemist had attempted to define officially—"what is a dram of whiskey?" or if he had decreed that "a wee dram" should henceforth measure so many millimeters, we certainly would have heard from Kentucky—and from the rest of the country as well.

But, speaking seriously, the edict of Dr. C. L. Alsberg with reference to the meaning of the designation drachm or dram is most unfortunate, for it constitutes an attempt to rehabilitate a unit which has proven to be unnecessary in commercial transactions, and which, owing to the danger of its being confused with the drachm of the apothecaries' system, has purposely been deleted from the avoirdupois system of weight. To be sure, the tables of weights given in the text books in arithmetic give the dram avoirdupois as a unit of that system, and state that it is equivalent to 1-16 of an avoirdupois ounce. But the writer has been unable to find a tradesman (pharmacists excepted) who had ever bought or sold any commodity whatsoever by the avoirdupois dram. (The textile industry makes use of the avoirdupois dram in some of its formulas; but this is manufacturing and not trade. This would not disturb pharmacists.)

But during the year there were purchased by chemical laboratories throughout the country sets of avoirdupois weights which included the avoirdupois dram weight as one of the denominations of the set. These sets are not on the market, but were made to order. Seemingly the demand for these sets was created by General Information Opinion No. 66, from the office of the chief chemist. That there is real danger of the permanent rehabilitation of the avoirdupois dram, the writer does not believe, for the experience of generations is that this unit is unnecessary. Any temporary popularity, growing out of the practices of our official chemist would, however, cause endless confusion in our retail pharmacies. If the general rule that all buying and selling be by avoirdupois weight could be universally observed, there would be no confusion. As a matter of fact, retail pharmacists, although they *buy* all drugs and chemicals by avoirdupois, can not in every instance *sell* by avoirdupois. Many families are in possession of recipes and formulas, and many newspaper and popular formulas for household remedies, toilet articles, etc. The dram or drachm occurs frequently in such formulas, and, as far as the writer's knowledge of published formulas goes, the dram or drachm referred to is always the apothecaries' drachm. To be sure, we have the apothecaries' ounce and avoirdupois ounce to make difficult the sale of materials to customers who prefer to do their own compounding. It should be remembered, however, that the apothecaries' drachm is equivalent to more than two avoirdupois drams. So faulty judgment with reference to the *drachm* is of much greater consequence —is more serious—than is an indiscriminate use of the two ounces— the apothecaries' and the avoirdupois.

Persons who are etymologically or historically inclined sometimes help us to clear up matters pertaining to scientific names and terms. More often they becloud the issue. The etymology of elixir does not help us to define that title. The etymology of alcohol does not lead us to a clear understanding of the modern word. A dictionary of Shakespearian words and their usage would not help us to correctly define the word "knave" in an editorial in a Pennsylvania paper, concerning a politician of the opposing party. When a young man says that a certain young lady "is a perfect vision," we know what he means. When his sister says that she saw that young lady at a party, that she wore a certain hat (description omitted, as the writer might misuse terms), and that she was a "perfect sight," we know what the sister means, also. Now, the words vision and sight are synonymous; but in modern American usage they are not necessarily synonymous. The same is true of certain scientific terms.

The word drachm comes from the Greek; and the Greek drachm was the ancestor of the English shilling. But no matter about this, and about the weight of the shilling. Modern terms must be interpreted not in the light of their etymology, not always in the light of historic facts, but always in the light of modern usage. And the consensus of modern usage of the term dram in modern pharmaceutical practice should be the dominant factor in determining which dram should be dropped and which should be retained.

We certainly hope that the Bureau of Chemistry will appreciate our reason for the request that the avoirdupois dram be left in innocuous desuetude to which it has been relegated by the judgment of generations of merchants and pharmacists.—*Proceedings Pennsylvania Pharmaceutical Association.*

Progressive merchants don't take much stock in the proverb that a rolling stone gathers no moss. They know that quick turnovers are among the most desirable things in business.

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In which Mr. Brady, our publicity director, will show you how to make your local advertising bring you real results, that pay.

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Learn show card writing also to improve the appearance of your store.

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See that every Winchester carries our Signature—
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The Cash Discount Question.

What the Cash Discount was Intended to be and What it has Drifted into.

This article came from a merchant, with the statement that it appeared some time ago in the Credit Men's Bulletin, but as it covers this important subject so well, it deserves further publicity. We are disposed to agree with the merchant that the subject is important and that the treatment of it in this article is worth while.—*Editor.*

The abuse of the cash discount is a subject that has been extensively handled by the pen, and dilated upon by the tongue, for the last decade or score of years, in an effort to correct, if possible, but seemingly without result, the abuse to which the cash discount has been and is still being put by arbitrary and unscrupulous people. The practice of unduly claiming the discount, when not earned, is apparently on the increase instead of on the wane; and aside from its provoking and unbusinesslike feature, it not only is costly to the seller, but is as unfair and wilfully exacting as it is unjust and morally wrong, and without any semblance of reason or vindication. Yes, in many cases, "more than is dreamt of," it borders on deception, and on that is contrary to a moral sense of what is honest. . . . This last assertion may appear, to some, as a scathing allegation, but it is supported and justified by years of experience and close observation at the credit desk.

A halt, therefore, should be called by the honest business community in every section of this country as the misapplication of cash discount is not confined to any one particular locality. The custom or habit, whatever one cares to substitute, seems to prevail in every quarter.

It is a notorious fact that cases are common in which customers take the liberty of discounting bills in ten, fifteen and twenty days from the date in which they are privileged to do so; and there are others, also, more bold and with less compunction of conscience, who, despite the terms to the contrary, will flagrantly assert their right to the deduction in thirty, forty, fifty, yes, even sixty days from the date of the invoice. This assertion might appear exaggerated, but its veracity is supported by facts and evidence. And, to cap the climax, if the remittance is declined on the ground of such a settlement, and returned to the sender, calling his attention to what is presumed is an error or inadvertance, and setting forth to him with as much emphasis as business courtesy will dictate that the terms are sixty days net; or, 2 per cent. for cash, strictly in ten days from date of invoice," and not as he interpreted them—that he is not entitled to the discount, six times out of ten cases the check is remailed to the seller with a subterfuge in extenuation of his despotic settlement, reading like this:

No. 1. "We also claim the cash discount ten days from receipt of goods."

Now this customer knows better. He knows that if he wishes to avail himself of the discount he must pay the bill in ten days from its date, whether or not the goods have been received. The fact that he takes the discount around the maturity period defeats the very object for which the cash discount was established, as will be explained further.

Other flimsy pleas, often called into play, for making the discount deductions are:

No. 2. "We have taken the dicount because we did not receive your invoice in time to make remittance in the days allowed."

No. 3. "In deference to you and your restrictions in re discount, I claim same by right of custom. Other dealers allow the same, and if you care for my business, you'll have to fall in line."

There you are; against a veritable rock of Gibraltar. He dictates the terms.

No. 4. "Your salesman told us we could take our time in making remittance and then take the discount."

The salesman being confronted with the charge, disclaims all knowledge of having made any such promise as to terms; and as his truthfulness is not to be questioned, one can make his own conclusions as to the tenability of the excuse offered.

No. 5. "Because you overcharged us on certain goods—which we can buy elsewhere at less cost—we felt that we ought to get the cash discount if we made no 'kick.'"

No. 6. "As your goods are now out of season, and, therefore unsalable, at this time, rather than ask for future dating, we have decided to pay for same now taking the liberty of deducting the 2 per cent. cash discount."

No. 7. "If you will not permit the discount to stand, tell your salesman never to solicit my trade any more."

Excuses galore of this same attenuated character could be here enumerated. As they are not at all delectable reading to the honest business man, and likewise trying to the eyes—but more trying to the soul to assimilate—let the few mentioned above suffice to show to what extent the cash discount is made to suffer. They give an idea to what extremes some people will resort in order to secure that to which they are not entitled by one jot or tittle. A great many believe, too, that it is theirs by a kind of warrantable right, on the assumption that cash discount is on the same plane as that of trade discount.

It is a premium offered by the seller to the buyer for anticipated payment on a bill not due. In other words it is a liberal bonus—an item of interest—that is allowed if payment of a bill is made within a stipulated number of days before its maturity. If the terms of sale are "60 days net; or 2 per cent. for cash strictly in 10." this means that if the customer will pay his bill in fifty days from the date it becomes due, he is allowed the privilege of deducting the 2 per cent. discount.

The customer, therefore, if he desires to avail himself of the discount offered, should, in justice and fairness to the seller, and in strict compliance with the spirit and letter of the terms, make a payment promptly in ten days from the date of invoice. Should he make his remittance beyond that period, he weakens his right and privilege to discount and places an onus upon the seller by making him pay a high rate of interest for money which is of no material benefit to him, since he is denied its use for fifty days as arranged for in the terms.

Business is booming!

Toronto, Ont.

Merchants everywhere tell our 800 salesmen that business is booming.

Farmers have had a record crop, at big prices, with big demand at home and abroad.

Stocks of manufactured material are short, and labor is in great demand.
Exports largely exceed imports.
Factories are busy, a great many working overtime.

More freight cars are needed, and steamers are taxed to capacity.

Canada has, in proportion to population, greater exportable surplus of wheat this year than any other country in the world.

Millions of dollars are passing over the merchants' counters.

The people who spend this money want the best service.

They demand it in all kinds of stores, from the smallest to the largest.

They get it in stores which use our up-to-date Cash Registers, which quicken service, stop mistakes, satisfy customers, and increase profits.

Over a million merchants have proved our Cash Registers to be a business necessity.

Last month the N.C.R. in Canada had the largest sales of any month in the past seventeen.

President of the
National Cash Register Co. (Signed) John H. Patterson

Write for booklet to
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350 Christie Street, Toronto, Ont.
Agents in Every City

If the seller receives payment in fifteen, twenty, thirty, forty and sixty days from date of charge, and the buyer arbitrarily deducts discount, he demands that to which he has forfeited all right or claim. And if he maintains himself in this untenable position, he not only transgresses the laws of honest business, by placing this excrescence on mercantile transactions, but sins both against the seller and the general trade. Against the seller, because by arrogating as his due a discount which is not his by virtue and intent of the terms of sale—which speak for themselves—the buyer relieves the seller of that which the latter is unwilling to relinquish. Against the general trade; because by his persistency in insisting in making his unearned and indefensible discount deductions, he is gradually, surely, forcing manufacturers and jobbers alike, in order to protect themselves, to combine and consider seriously the question of abolishing the cash discount proposition altogether from terms of sale. The elimination of the cash discount would be, indeed, a blow to those who have always faithfully and honestly complied with the terms of their very essence.

Some people do not and will not take time nor give thought to realize that they violate all the principles of fairness and honesty in assuming for their sordid benefit a claim to a cash discount which is not theirs by right or warrant, nor even by inheritance, unless the essential features of the terms are and should be faithfully considered.

To show what is meant by a cash discount of, say 2 per cent., a few figures are submitted below. They are figures that cannot be controverted.

Two per cent. cash discount is equivalent to:

Interest for two-fifths of a year, or, 144 days at 5 per cent. per annum.

Interest for one-third of a year, or, 120 days at 6 per cent. per annum.

Interest for one-fourth of a year, or, 90 days at 8 per cent. per annum.

Interest for one-fifth of a year, or, 72 days at 10 per cent. per annum.

Interest for one-sixth of a year, or, 60 days at 12 per cent. per annum.

If a customer, therefore, wishes to obtain his bonus for prompt payment—predicated on same getting to the seller in fifty days prior to the bill becoming due at net—then his compensation from the seller for his so doing is 14 2-5 per cent. per annum as rate of interest on his money for the prepayment. And if he pays in forty-five days from due-date, he gets 16 per cent. per annum, and so on . . .

No matter whether the terms are 90 or 2, 60 or 2, 60 or 5, 30 or 2, or any other terms where a cash discount is involved—if the invoice is paid for and discounted around the due date—the seller pays—figured on the basis of those terms—a dearer rate of interest. . . . It is as ridiculous for the buyer to expect the seller to demurely stand for the imposition as it is asinine for the seller to tolerate supinely the unlawful exaction.

In these days of reduced profits, owing to keen competition; of the relinquishment of the package and drayage charge (a charge that was always considered legitimate and should be re-established), how can it be expected of the seller, by any stretch of logic or reason, that he grant discount on a bill that has made full time?

A Tip in Labeling.

The following method of labeling is the outcome of experiments conducted with a view of labeling bottles with labels satisfying the following conditions, viz.:

1. Ability to withstand as many solvents and corrosives as possible.
2. Legibility.
3. Neatness and finish.
4. Cheapness.
5. Ease and rapidity of labeling.

It is claimed that all these are satisfied as completely as possible.

Lettering and material used for the label— Fairly stout opaque white glazed paper is the basis for the label. Indian or liquid Chinese ink is used for writing in bold neat letters, the wording required. Aim at making as much of the label as possible visible at a glance. It is better to have a label two or three lines of lettering deep than to have a long label, going half way around the bottle. This is to say, bring all to the front of the bottle: B. P. paraffin wax completes the requisites.

Manner of execution— As stated above, neat, bold letters are required in as compact a space as possible. Read the article on lettering in the C. & D. Diary, 1915. Having written your label, allow it to dry well. Then paste it on the empty bottle with starch or dextrin paste, which should not contain any acid preservatives. Again allow to dry. Now hold the bottle in the left hand underneath a Bunsen flame inclined at 45 degrees. With the right hand hold a block of paraffin wax in the flame, and allow the melted wax to fall in drops over the label. Put the block of wax down, and, holding the bottle in both hands, slowly rotate it over, and close to, the tip of the flame. Thoroughly melt the wax in the label. Remove from heat and allow to get quite cold. With a knife scrape all superfluous wax from the glass, almost, but not quite up to the edges of the label. Any irregularities in thickness of wax over the label may be carefully pared down. Now take a dry, clean cotton duster and polish the label. You will now have a polished distinct label, which has cost you the merest fraction of a penny, a few minutes' time only, and no patience. This label, which looks like opal glass more than anything, will be found to be quite unaffected by concentrated and dilute acids, alcohol and most other liquids. Ether attacks it, and so very gradually do solutions of alkaline carbonates and bicarbonates. At any rate, it is more durable than any other attached labels, excepting glass, of course. It may be cleaned by rubbing with a clean duster and polishing. Instead of being only over the surface of the label, as are most other varnishes and finishes, the paraffin in this case becomes actually a part of the material of the label. — *Robert W. Taylor, in Chemist and Druggist.*

Hot Soda.

HOW TO MAKE HOT SODA PAY.

Buy an apparatus that can handle the business if business comes your way. Buy good stock. If you are feeling your way, buy in small packages, at first, so that there will be no danger of spoiled goods. Buy neat cups, mugs and accessories. Keep the cold apparatus going, either partially or in full blast, according to your location. Hot soda will help you sell more cold soda, and vice versa. Give hot soda a little care in mixing; sloppy cold soda will sell where sloppy hot soda will not.

Don't go into the business expecting to give it a month's trial and then throw it out. Give it at least a season's trial. Keep tabs on your sales; if your business is growing steadily, you are on the right track. Let people know you are running hot soda. If it has never been tried in your neighborhood before, play up on the advertising strong. Keep the counter clean and inviting. Have crackers, wafers and napkins on hand. Taste your own soda from time to time. Remember that business of this kind is business that you were not getting before. Remember that a successful new department not only makes money itself, but increases your general business and stamps you as a live man.

Get an early start; don't wait until your competitor takes the field. If your customers are unacquainted with hot soda, hand out a free glass here and there where it will do the most good. Talk hot soda. Believe in hot soad. Dring hot soda. Get accustomed to the idea that hot soda will pay your rent. It will do it. And if it does nothing more, what better proposition do you want? — *National Druggist.*

SODA FOUNTAIN REMINDERS.

By Russell Wilmot, Auburn, N. Y.

1. Hot soda will soon be in order. Is your apparatus *all ready*? Have you selected the *leaders* with which to start the season humming?

2. If not—why not?

3. Are last year's mugs and plates chipped and cracked? When everybody else is sending in rush orders, some people will have to wait. Don't be that one!

4. Have you taken any steps to have your place freshened up for the fall trade? First thing you know it will be Christmas and New Years. It is a good idea to turn people your way now.

5. Quality and cleanliness cannot be dwelt upon too often. Quality of goods and service. Cleanliness in and out of sight.

6. What is your busiest time of day as far as cash returns are concerned? Why? Are you getting *all* of *this* trade possible? What can you do to stimulate trade during the slow portions of the day? Sit down and figure it out.

7. Have you a place to file your trade literature? A dustless, readily get-at-able place and a system by which you can find what you want, *when* you want it? Your trade literature contains thousands of dollars worth of valuable experiences and formulas. They are worth taking care of.

8. Don't drift. Don't put up with annoying conditions. Don't think next season will be a better time to start improvements. Do it *now*. Swim upstream with the other live fish. Better conditions so they will be a pride instead of annoyance. It can be done. You can do it!

9. Let your fountain and its store setting radiate prosperity. It pays!

FOUNTAIN TIPS.

Make it your business to see that your fountain and everything pertaining to it is kept scrupulously clean; see that your soda dispensers are attired in spotless white, as nothing is more offensive to a patron than to be served by a dispenser who looks dirty. Also see that your dispensers are polite and attentive to trade, and that they aim to please at all times, regardless of how busy they may be. Never allow a rush to interfere with the proper treatment of customers, or to seeing that all drinks are properly and daintily served; and above all, try to please the "cranks"; have them learn that all they need to do is to tell the dispenser what they like and how they like their drinks served and that he will do the rest. This will do more to popularize your fountain than all the newspaper advertising you can do.—*Practical Druggist.*

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100%
POWDERED
LYE
E.W. GILLETT COMPANY LIMITED
WINNIPEG TORONTO ONT MONTREAL
SATISFACTION
in the highest sense, to you as a druggist and to your customers, is obtained when you sell
GILLETT'S CAUSTIC SODA,
GILLETT'S LYE,
GILLETT'S CREAM TARTAR, ETC.
If your wholesale house will not supply you at list prices, send order to us, and we will ship goods direct.
Awarded Gold Medal Toronto Exposition.
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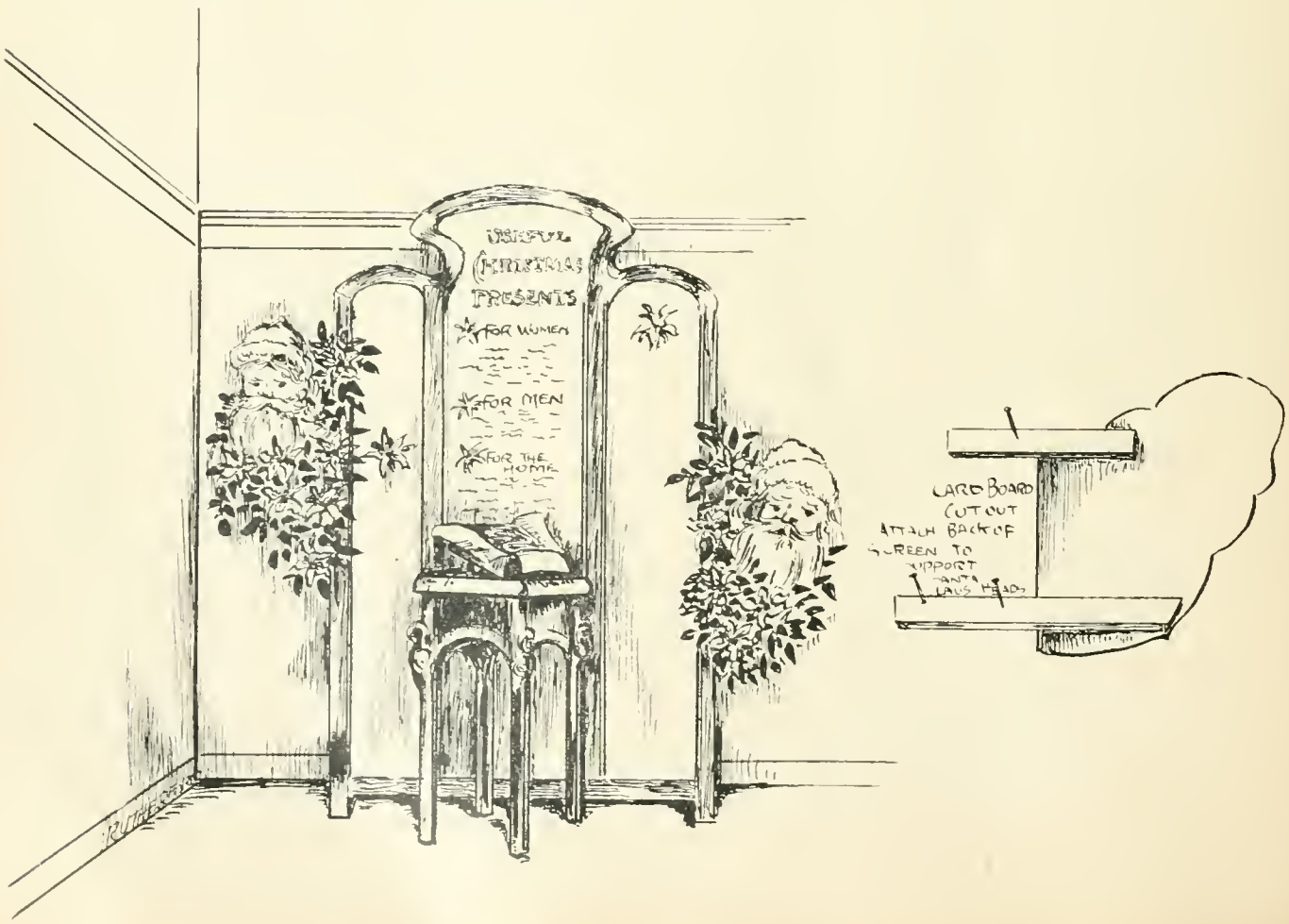
Display Managers' Department

Covering the Field of

Window Trimming - Showcard Writing - Advertising - Salesmanship

EDITORIAL NOTE.—This is the first of a series of articles we will publish under the heading of the Display Manager's Department, all of which we believe will be of great interest to our readers. Here will be found valuable ideas and suggestions for the man who is responsible for sales through the display windows and the advertising of the store—and to a less extent by the salespeople. The articles will not be written by one person, but each subject will be handled by an expert in his particular line, and in some cases more than one man will work on one article. Every person who will write for this department is thoroughly experienced, and will give sound, practical, advice. Whether the subject is show-card writing, or window- trimming, or advertising, practical, workable data will be given. Through this department we are also in a position to furnish our readers with information as to where they may obtain anything needed in the way of supplies, cuts, or other materials. Simply write this paper, and we will be only too glad to furnish information as to the best to buy, and the best place to get it, whatever the need. No obligations are attached. We will also be glad to receive full information in regard to anything that has been specially well handled by any of our subscribers in these departments. If you have a specially good show-card or piece of show-card copy, or piece of advertising, send it in. If you have a good idea for a window display, make a rough sketch of it so we can have our experts work it out in a form for reproduction and can pass on the idea to others readers. If you send in good ideas that will help others they will send in other good ideas that will help you.



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Kills bugs and all kinds of objectionable insect life. It is otherwise harmless. Will not irritate the skin.

There will be a steady demand for Keating's throughout the winter. Be sure you have an ample stock on hand.

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The Highest Standard of Excellence.
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is a new book which contains a thorough, progressive course of instruction for making all styles of show cards required by the **up-to-date Druggist and Soda Dispenser.** The alphabets and exercises for practice are presented in an easy and attractive form of graded lessons, fully illustrated in every detail. There are fifty full page lettering exercises and **new show card alphabet charts. Over 200 show card and price ticket illustrations** are reproduced, from plain, rapid work to the artistic designs. Many are finished with scroll and background designs in air brush effect.

This book is **WELL WORTH ONE DOLLAR,** but we give it as a **FREE** premium to all strictly **NEW SUBSCRIBERS** to **THE CANADIAN DRUGGIST** who send $1.00 direct to this office using the order blank on the attached coupon.

The Canadian Druggist

Dineen Building - Toronto, Canada

The Canadian Druggist
TORONTO

For the enclosed 1.00 please send one copy of the Practical Show Card Instructor and enter my name as a subscriber to The Canadian Druggist for 1 year—until forbid.

Name .....

Address .....

Date .....

This article is addressed to the average druggist as a suggestion to take lessons in merchandise display from department stores and the chain drug stores, his strongest competitors.

Druggists are within the octave of the Christmas season, approaching the greatest time in the year for selling sundries, articles for the toilet, articles for convenience, and many articles that the druggist has for sale which are a contribution to individual comfort and pleasure should now be brought out, redressed and placed on display.

The druggist should have a "useful presents" list to keep his trade at home, just the same as his big competitor has; perhaps it will be necessary to make it himself; it can be done, and if proper decorations are added it will serve as background in the show window fitted to display the various articles on his "useful presents" list.

Now I hear Mr. Druggist talking to himself on this order: "You trade paper fellows are there with suggestions, but why don't you tell me how I can make a Christmas present list suitable for the background of my show window?"

We will tell you how. In the sketch, which shows a large panel centre piece standing five feet high and three feet across (this dimension is suited to a small window, and can be adjusted to fit any size), have this framed with soft wood as shown, in three sections; fill each section with wall board or compo board, tint the frames and panels in oil or water paint, selecting a neutral shade (light wintergreen is appropriate), for the panels, and the new shade bowling green for the frames. Red poinsettias are suitable for decorations. Cut-out prints from crepe paper can be pasted on to imitate the illustration, or you can procure artificial flowers for attachment in the same positions. Have two cut-outs of Santa Claus figures attached at the sides as shown; use lithograph cut-outs, molded papier mache, or procure a Santa Claus mask, mount on a sheet of cardboard cut out to shape of head and shoulders. If Santa Claus is posed as the sketch shows, in the act of listening, you can attach a placard reading appropriately as follows: "I think I hear you calling for some of the useful presents on my list;" then have the title worded to suit, print the letters red and green to carry out the Christmas color effect, attach small shelves on the front of the panel, or place two pedestals or taborettes to the front, as the sketch shows. Use this to support displays in groups of articles. Have the floor covered in harmony with the colors in the background.

The versatile druggist knows how to letter and make show-cards. This knowledge will stand him in hand to conserve his expense account, and insures prompt installation of the displays for this most important business occasion—the first display announcement of useful Christmas presents. By removing the attachments, turning the leaves, and re-tinting in colors suited to other seasons, this panel centre-piece will serve the druggist indefinitely to make his merchandise displays stand out strong; thus he can convert a liability into an asset.

Extensive Advertising Campaign for Emulsified Cocoanut Oil Shampoos.

An advertising campaign on a large scale has recently been started in Canada by the Mutual Sales Co., of Toronto, to advertise their preparation known as M. S. C. Cocoanut Oil Shampoo. This product is superior in many ways to other similar products on the market. As a shampoo it is harmless, cleansing and beautifying. Made of the purest cocoanut oil, combined by several other ingredients into the form of a shampoo which can be easily applied. M. S. C. Cocoanut Oil Shampoo cleanses the scalp and leaves the hair beautifully soft.

The Mutual Sales Co. have been in business about one year, and have had remarkable success so far with their product.

This Shampoo, so far, is sold only in Canada, and is entirely Canadian-made. The trade mark, a cut of which appears above, has been registered in Canada.

Before sending in orders druggists should be sure that they do not confuse the "M.S.C." Cocoanut Oil Shampoo with other products of a cheaper quality, for there is no comparison between the "M.S.C." and the cheaper grades.

There is a splendid profit in this product for the retail druggists. The special price to druggists is $3.00 per dozen, retailing at 50c. a bottle. For further information write to Mutual Sales Co., 32 Front Street W., Toronto.

In our last issue we made mention of the sale of the "Dow Drug Stores" in Cincinnati. Shortly afterwards the death occurred of Miss Cora Dow from tuberculosis, from which she had been a sufferer for some time. She left a fortune in the neighborhood of a million dollars, which, after bequests to all her former employees, she left to the Cincinnati Symphony Orchestra.

The new Lieutenant-Governor of Alberta is Dr. R. G. Brett, of Banff. Dr. Brett, besides practising medicine, is the owner of two drug stores. We congratulate our old-time friend on his well-deserved appointment.

Too much display in the window is as bad as not enough—often worse. Don't try to do everything at at once, or you will overshoot the mark.

CHRISTMAS GIFT CIGARS

None Quite as Acceptable as

La Preferencia

SIZES :

CHONCHAS	in	10's	25's	50's
CLUB HOUSE	in	10's	25's	50's
PANETELLAS	in	10's	25's	50's
BULL DOGS	in	10's	25's	50's

in the handsomest Xmas package ever conceived, no extra charge.

Write us for a sample of each. We're positive you'll say "The Most Appropriate War-time Gift Possible."

VALLENS & CO.

LONDON, = = CANADA.

Formulary

COD LIVER OIL JELLY.

Syr. Tolu	15.0	c.c. aa
Cod Liver Oil	5	ozs.
Isinglass	2	drs.
Sugar (white, powd.)	1½	ozs.
Oil bitter almonds	4	drops
Oil Allspice	2	drops
Oil Cinnamon (Ceylon)	4	ozs.
Water	1	oz.

Place the cod liver oil, isinglass and water in a suitable vessel over a water-bath, apply sufficient heat to melt the isinglass: then add the sugar, the essential oils having been mixed with it by trituration, and remove from the fire, stir the mixture as it cools until it thickens. When it is cold, you will have a firm jelly which will keep without spoiling for any length of time if put in well corked bottles or jelly cups and covered with parafine.

The consistence of this jelly is such that it may be taken in water, milk, or wine, without tasting the oil.

FORMULAS FOR CHAPPED HANDS.

1.	Glycerin	4	dr.
	Bay rum, imported	2	ozs.
	Witch hazel	2	ozs.
	Tincture of arnica	2	ozs.
	Ammonia water,	1	oz.
2.	Bay rum, imported	3	ozs.
	Carbolic acid	30	drops
	Saturated solution boric acid	1	oz.

Wash the hands well in hot water, dry gently, and apply the above while the skin is still soft, rubbing in well.

3.	Quince seed	1½	drachms
	Boric Acid	½	drachm
	Glycerin	2	ounces
	Spts. vini rect	3	ounces
	Phenol	½	drachm
	Cologne water	1	ounce
	Oil lavender flowers	20	drops
	Glycerite of starch	2	ounces
	Dist. ext. witch hazel q.s. ad	16	ounces

Dissolve the boric acid in eight ounces of water; add the quince seed and macerate for twenty-four hours; then press through a straining-cloth. To this add the glycerin, phenol and the glycerite of starch well mixed. Mix the cologne and oil with the alcohol. Add the solution to the mucilage, mix thoroughly and press through a straining-cloth.

CAMPHOR TOILET CREAM (CAMPHOR CREAM).

Quince seed	½	fl. ounce
Water, hot	28	fl. ounces
Borax, pawder	2	drachms
Glycerin	4	fl. ounces
Spirit of camphor	2	fl. ounces
Oil of bitter almond	20	drops

Macerate the quince seed for several hours with the water, stir frequently, strain, add the glycerin, and in the mixture dissolve the borax. Dissolve the oil in the spirit of camphor and gradually add to it the mucilage and mix thoroughly.

WITCH-HAZEL JELLY.

Oil of sweet almonds	256 parts
Extract of witch hazel fluid	10 parts
Glycerin	32 parts
Soft soap	20 parts
Tincture of musk, q.s. to perfume.	

Mix in a large mortar the glycerin and soft soap and stir until incorporated. Add and rub in the witch hazel, and then add the oil, slowly, letting it fall in a very thin, small stream, under constant agitation; add the perfume, keeping up the agitation until complete incorporation is attained. Ten drops of musk to a quart of jelly is sufficient. Any other perfume may be used.

2.	Gelatin	1	av. ounce
	Glycerin	3	fl. ounces
	Distilled ext. witch hazel	20	fl. ounces

Dissolve the gelatin in the mixed glycerin and extract with the aid of a water bath, then strain, and perfume, if desired.

GLYCERIN AND STARCH JELLY.

Powdered starch	4	drachms
Glycerin	2	fl. ounces
Distilled water	2	fl. ounces
Solution of cochineal	5	drops
Oil of lavender	3	drops

Mix the starch, glycerin and water, and heat until a jelly is formed, stirring constantly. Remove from the source of heat, and when cold mix in the color and perfume well. Keep in well-corked bottles.

GLYCERIN SKIN CREAM.

Hydrous wool-fat	4	ounces
Glycerin	4	ounces
Distilled water	4	ounces
Castile soap	75	grains
Oil of rose	15	drops

Dissolve the soap in the water, and add the glycerin. Place the wool-fat in a warmed mortar and gradually beat in the solution. When cool, add the perfume.

AN ASEPTIC SHAVING CREAM.

Hard paraffin (melting point 550 C.)	22 parts
Prepared suet	3 parts
Soft soap	2 parts
Boiling water	68 parts

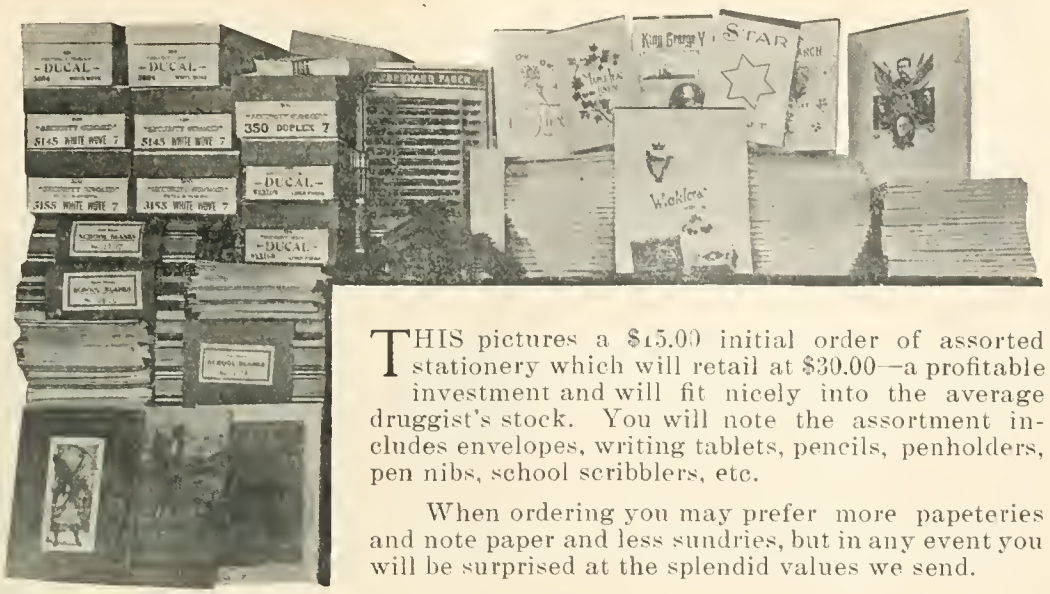
Place these materials in a vessel surrounded by boiling water, and when the fats are melted, beat them together until a smooth, white emulsion is obtained. Continue the beating, maintaining the temperature above 700 C., and add gradually:

Powdered tragacanth	2 parts

When the mixture is homogeneous, allow it to cool by removing the boiling water, and when nearly cold add:

Glycerin	2 parts
Oil of lavender	1 part

This preparation is for rubbing into the skin in ordinary toilet use, or in shaving any part of the body preparatory to surgical operations.



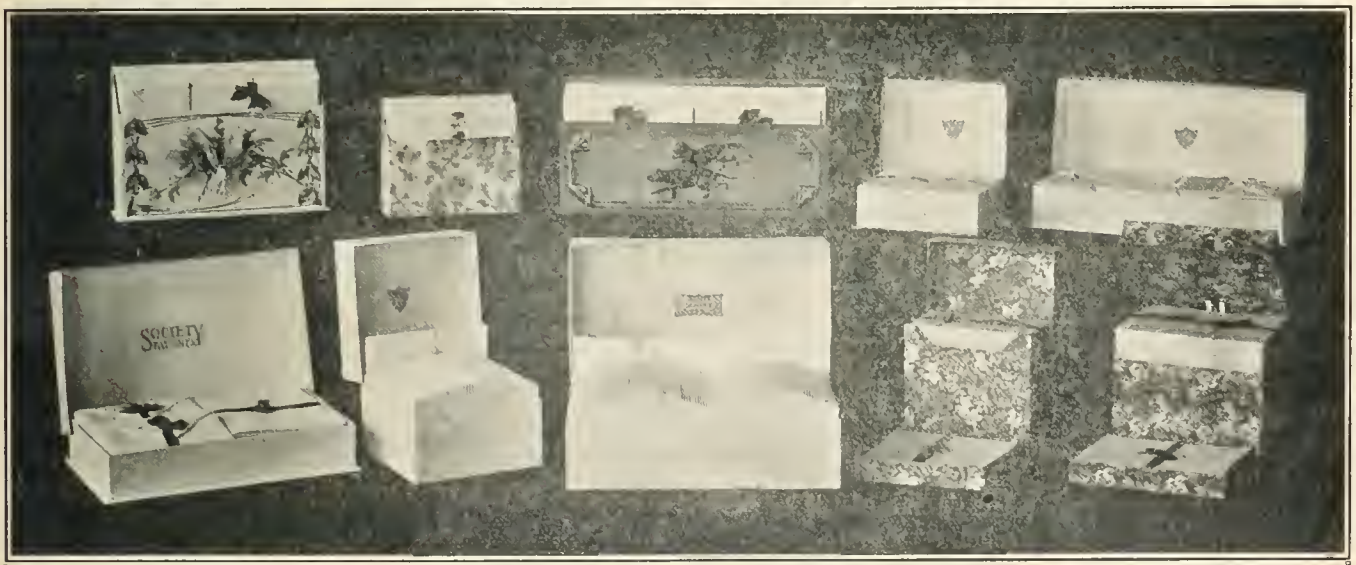
THIS pictures a $15.00 initial order of assorted stationery which will retail at $30.00—a profitable investment and will fit nicely into the average druggist's stock. You will note the assortment includes envelopes, writing tablets, pencils, penholders, pen nibs, school scribblers, etc.

When ordering you may prefer more papeteries and note paper and less sundries, but in any event you will be surprised at the splendid values we send.

W. J. GAGE & CO., Limited

Toronto, - - Ontario.

Paper Mills at St. Catharines.



CHRISTMAS STATIONERY

FANCY BOXES AT ALL PRICES

Greeting Cards, Post Cards, Tags, Labels, Seals, Holly Napkins, Ornamental Crepe, Tinsel Cord, Calendar Pads, Creppe Paper, Parker Pens, Loose Leaf Memorandums, etc.

Buntin, Gillies & Company, Limited

HAMILTON, - - - CANADA

MENTHOL TOOTH CREAM.

Precipitated chalk	8 av. ounces
White castile soap, powd.	4 av. ounces
Magnesium carbonate	2 av. ounces
Menthol, solution of carmine, glycerin, of each	a sufficient quantity.

Rub the chalk, soap and magnesium carbonate with sufficient glycerin to make a paste. Add enough menthol, dissolved in a little alcohol, to give the desired flavor and of solution of carmine to give a suitable color.

QUININE HAIR TONIC.

Sulph. Quinine	60 grains
Tr. cantharides	2 ounces
Glycerine	2 ounces
Eau de quinine oil	1 ounce
Powd. borax	35 grains
Alcohol	4 pints
Water	4 pints
Eau de quinine red color, 80 min. or q.s.	

Dissolve quinine and oil in alcohol and the borax in water; add the other ingredients; shake and allow to stand 3 or 4 days before filtering through double paper; no magnesia.

RESORCINOL HAIR TONIC.

Infusion of sage	12 ozs.
Resorcinol	15 grs.
Quiuine sulphate	15 grs.
Jamaica rum	4 ozs.
Antiseptic solution	2 ozs.
Glycerin	½ oz.

The infusion of sage (1 in 16) is made with witchhazel distillate instead of water.—*Chem. & Drug.*

COLD REMEDY.

Extract of cascara sagrada	10 grs.
Powdered capsicum	15 grs.
Powdered camphor	10 grs.
Phenacetin	20 grs.
Quinine sulphate	15 grs.
Mix and make into ten tablets.	

IODOCAL.

Dr. Tissot (*L' Union Pharm.*, through *Merck's Rep.*), suggests the employment of an iodine preparation made by dissolving 10 Gm. of iodine in a sufficient quantity of ether and then mixing the solution with 300 Gm. ignited and sterilized kaolin and drying. The resulting powder can easily be transported in bottles, wooden boxes, parchment paper, etc.; it may be kept indefinitely without change, is easily applied, and constitutes an excellent means of rendering aseptic wounds, etc. Or, should it be desired to prepare a tincture for immediate use, it is merely necessary to treat some of the powder with double the quantity of alcohol.

IODICUM TABLETS.

These tablets, intended for the rapid and convenient extemporaneous preparation of iodine solutions, are described as consisting of two kinds of tablets, half the number being made up of potassium iodide, and the other half of iodic acid. According to J. Schumacher (*Phar. Ztg.*), however, the composition has now been changed, in that the iodic acid is replaced by ammonium persulphate. By this change the iodine is more slowly liberated on solution, and the nascent effect decidedly increased.

REMEDY FOR BOILS.

A freshly prepared dilute nitro-hydrochloric acid, 10 to 25 drops in water after each meal, is the remedy recommended. Referring to his own case, the author noted some improvement in a few days, and soon realized that he was getting better. Lesions which had developed quickly disappeared, and those in process of development were aborted. He has seen many lesions started in a fair follicle, which in the past would have promised much trouble, entirely disappear in a few days under this treatment. Contrary to the usually accepted surgical views, he is convinced that boils do better when not opened. Should they come to a head and point, they can easily be evacuated, but their incision accomplishes nothing in shortening their course or lessening their pain; on the contrary, it seemed at times to prolong their duration and to add to the violence of the inflammatory reaction.—*C. W. Allen* (*New Orleans Med. and Surgical Journal.*)

VALUATION OF COD LIVER OIL EMULSIONS.

Accurate determination of fat (not of cod liver oil) is only given by the Soxhlet extraction; all other methods are inexact. With regard to the nutritive physiological value of cod-liver oil emulsions, the principal factors are the content of the oil, the quality of the oil, and the method of preparation. By the quality of the oil is understood, besides the physical properties required by the Pharmacopoeia, especially constituents such as albumen, lecithin, cholesterin, and the more or less decomposed amines, varying from 1.5 to 5 per sent. Physiological digestion tests have shown that these constituents are as important to the oil as a small proportion of pepsin is to pepsin-wine.

Success from Small Starts.

In these days of big business young men sometimes there is little hope of success for men who can start only in a small way. Although many concerns that are now big, strong and rich began small, it is often asserted that the day of small starts is over.

We believe however, that energy and ambition, even though hampered by lack of capital, have as many chances of winning success and prosperity to-day as ever before. But success may not lie in following beaten paths.

Above all, it is the day of the practical man. Success has its price, and experience must be bought by cash payment or paid for by human struggle and waiting for profit. The small men, so to speak, are stripped like runners in a race. They are usually sound of wind and limb. It is a law of nature that prosperity and age conduce to softness and relaxation of effort. Hence, we see old-established houses crumbling away, suffering from dry rot, slipping in the race, and finally yielding to younger and more energetic competitors.

Peace is about the only thing worth fighting for.

Photography.

Photographing Animals.

Very few professionals include the photographing of animals among the important branches of their work. If a photographer is asked to go to a country house to photograph some valuable animals, or if a dog is brought to his studio, he will do his best in either case to secure good pictures. But a very limited number of professionals really take the trouble to make themselves acquainted with the kind of photographs that are wanted by the owners of animals. Simple pleasing pictures of ordinary household pets can be made with very little trouble, but when it comes to photographing prize animals, the owners want something more than good technical work and pleasing pictures. They want photographs showing that their animals possess good points and are perfectly formed. There are thousands of horses, sheep, cattle and dogs that have won valuable prizes. These animals are waiting to be photographed—by the man who takes the trouble to learn the difference between a well-bred cow and a giraffe.

No formulae can be given for making good photographs of animals, but it will be obvious that the photographer must find out what are the good points of the particular class of animals he has to deal with. Take dogs as an example. If it is a good point in a dog to have a long body, foreshortening must be avoided when photographing such a dog, otherwise the picture will be useless to the owner. Therefore the line of the dog's body should be, as near as possible, parallel with the front of the camera.

Some dogs have short legs. In cases of this kind the camera should be kept well above the subject so that, by looking down, the important feature of the short legs is emphasized. With long-legged animals a low point of view will give the desired emphasis. It is essential to know how a particular breed of dog is expected to carry its tail, whether erect, straight out or hanging down. Lack of this knowledge means the wasting of many plates. The head must be carefully noted; the shape of the muzzle shown to the best advantage, and—very important—the ears must be shown, pricked or hanging, according to the point of the particular breed. Information on the good points of prize animals may be acquired with the greatest ease, either from books or from friends who are fanciers. Stud grooms and servants can often give useful hints.

Once the photographer gets this knowledge, the rest is easy. A plain background, contrasting in color with that of the animal, will be found to give the most satisfactory results. The patience of the photographer is most likely to be tried in getting the animal into a position where points are shown to advantage. The motto is "Watch and wait."

Unless you are taking a group, have no other animal within the sight of the one you are photographing; do not allow anyone to go near the subject except the person in charge, who should be someone that the animal knows well, and let there be nobody else in sight but that person and yourself.—*Australasian Photo-Review.*

Lenses for Outdoor Work.

The choice of lenses for professional work is usually a matter of some little anxiety, for the ability to tackle commercial work as it comes along depends to no small degree on the equipment of objectives and the cost of lenses is such that few can afford to equip themselves lavishly. The covering power of modern lenses is so great that a normal angle lens on one plate will often serve as a wide angle for a plate one or two sizes larger. Thus an 8-in. lens is normal for a half-plate landscape, but will cover a whole plate or even a 10 x 7, and is then a wide angle on the larger size. Most makers' lists give the larger size which may be satisfactorily covered, using, naturally, a smaller stop in order to secure good marginal definition. In order to arrive at the most suitable foci, the following rough rule may be borne in mind. It enables a selection of three lenses to be made for the one size of the plate. The wide angle should be about the *width* of the plate—that is, 4½ to 5 ins. for a half plate. The medium angle should be something like the *diagonal* of the plate—say, 8 ins. for the half plate; and the long-focus or narrow-angle lens should be the *length and width* of the plate added together, or something like 11 ins. for half-plate. When we come to such sizes as the long-focus lens for the whole plate or 10 x 8—that is, lenses of 15 or 18 ins. focal length— the question arises, "Anastigmat or rapid rectilinear?" As in most cases some stopping down to secure depth of definition will be necessary—say to f-11 or f-16—little will be gained by using the anistigmat as against the R. R.; while the saving on such sizes is considerable. If, however, these lenses can be used as group lenses on a 12 x 10 camera, the anastigmat is worth the extra cost, as it gives excellent marginal definition at the larger apertures so useful for group work.—*B. J. of P.*

The older a man becomes the higher value he places on the sight or wisdom of others who have the judicial temperament and the keen impartial view. We are all wise after we know. It is better, however, to try to know in advance than learn afterwards that we need not have taken false or foolish steps if we had only looked around and sought assistance in efforts to peer into the immediate future, as we thought we saw it.

In a multitude of counsellors there is said to be safety, yet even with the advantage of the help of all kinds of sights, first, second, third, and so on, we are still liable to make bad mistakes. Even so, we must still be philosophical. Having taken all precautions possible we can never escape being at the mercy of those unseen currents in human affairs which forever remain as one of the strange mysteries in all lives.

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TIME, that great adjustor of all things, is gradually evolving into the normal those extraordinary conditions which at first rendered things so manifestly abnormal, following the beginning of the war.

Some things are so big and move with such awful momentum, that mere man—the individual—at once discerns that he cannot adjust those things to himself, so he speedily sets about adjusting himself to them.

Men of finance, commerce and industry—business men generally—are getting their bearings. They have looked the situation over, formed their judgment of it, and whether that judgment be right or wrong, having formed it, confidence to act is the result. So the abnormal of yesterday has become the normal of today and affairs in the business world are advancing with better precision and greater certainty.

If the investor yet seems cautious, it is due not so much to lack of faith in the soundness of basic conditions, as to a belief that the demand for money, at the close of the war, will be so great that interest rates will go much higher, thereby causing present securities to suffer in competition with the new offerings.

But those whose dealings are in commodities and not merely monies, are seeing ample evidence of active market conditions ahead, and are preparing to take advantage of those conditions.

Despite doubts and fears that have existed, business improvement is now moving toward the prosperity point with but few obstructions in its path.

The turning-point from caution to confidence has been reached, and it looks as though manufacturers will be fully occupied in supplying goods to meet the new situation.

A Satisfied Customer is the Druggist's Best Advertisement

The Marvel Whirling Spray Syringe

Gold Medal Awarded---Paris, 1902
By the Societe d'Hygiene of France

as the latest and best improvement in vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully protected by patents

You can safely recommend it.

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

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Pill Phosphorus Amorphous 1 gr.

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The Drug Market.

Business during the past month, while considerable in volume, has not been satisfactory to either wholesaler or retailer, for the reason that there are practically no standards for values in drugs or chemicals. The markets are in such an unsatisfactory state owing to the unprecedented conditions existing, that no jobber knows whether they are going to get goods ordered until they actually receive them, and cannot tell what prices will be charged until they receive the invoice. One jobber might receive an article to-day at one price, and a competitor receiving the same goods a day or two later may pay from 10 to 100 per cent. more, and have to sell on the advanced figure; so one can see why there is such a difference between prices of one house as against another.

There are very little stocks of any kind coming from abroad, and values are practically governed by United States prices, and these are fixed according to the stocks held there. These stocks are continually being depleted by enormous orders from overseas, where for many lines almost any price will be paid for immediate delivery, and this state of affairs make local buyers pay these fancy figures for goods for home consumption.

One of the features of the past month is the continued advance in castor oil. This advance will likely continue, as no fresh supplies from England are expected before February.

All the high prices noted last month are fully maintained, and many of them gone still higher, notably opium, all potash salts, bromides, salicylates, saltpetre, glycerine, acid acetosalicylic, carbolic acid, oil juniper, oil wintergreen is worth to-day as much as sweet birch oil, and the latter is much higher than usual; balsam Peru, chloroform, oil mustard, and nitrate of silver.

The prospect for some months seems to be a gradual advance in the majority of drugs and chemicals, and no doubt many more will be, as with some at present, unobtainable at any price.

The Stamp Tax on Picture Post Cards.

As Picture Post Cards figure largely in the sales of a goodly portion of the sales of retail druggists, they are all naturally interested in the efforts being made to induce the Post Office Department to abolish the one cent additional postal rate on picture post cards.

The matter has been taken up energetically with the Postmaster General, but as yet without result. The fact that the stamp tax was imposed before any action could be taken in opposition to it, makes it much more difficult to handle the question, and the Post Office Department naturally regard the abolition of this as being a serious loss to the Department.

There is no doubt, however, that the imposition of the extra cent on the post card will mean that the number of cards sent will be very much smaller than hitherto and the Department stands to lose by the imposition of the tax rather than to gain.

The Imperial Government, as the result of protest made in England, has done away with the proposed increase, and the half penny rate on post cards holds good as in former days. In a statement made by the Postmaster General in the English House of Commons, in reference to the stamp tax on post cards, he says:

"With respect to the proposal to abolish the halfpenny postal rates, it is clear from the representations which have been received that, even if it were adopted for the period of the war, there would be a widespread public demand for a return to the halfpenny rates when peace was restored. The additional rate cannot be regarded, therefore, as likely to prove a continuing source of revenue.

"As to the amount of revenue to be expected, the Post Office estimate was presented to the Committee on Retrenchment as speculative, since there was no previous experience which could afford any guidance. The estimate made a large allowance for probable diminution of traffic in consequence of the increased rates, but it is recognized that that allowance may well be insufficient, particularly at the outset.

"In view of these considerations and the disturbance of business arrangements that would be involved by the changes, the Government will not proceed with the proposed increases in the post card and halfpenny packet rates."

It is to be hoped that the Postmaster General of Canada will accede to the request that has been made of him, to reconsider the question of the stamp tax on post cards, in view of the strong protest that has been made against it and the undoubted fact that it will mean a loss of revenue to the Post Office Department. In a recent issue of the *News Agent and Booksellers Review*, of England, the following appears in reference to an announcement made in the House of Commons:

"Gratifying, too, is the announcement respecting the wider issue of halfpenny letter post, which will be welcomed by all trades and especially by the Christmas card publishers and dealers, while we think newspaper publishers will not cavil at the decision to allow registered newspapers up to 6 ozs. to travel for a halfpenny stamp."

Report of Commission on Proprietary Medicines.

The report of the Commission appointed by the American Pharmaceutical Association to deal with the question of "Proprietary Medicines" was presented to the Council at the sixty-third annual convention of the Association at San Francisco, and we are indebted to the courtesy of Mr. J. H. Beal, chairman of the commission, for the full report.

The question of proprietary medicines, as applied to pharmacists, apparently has been given very careful consideration, and while the report in some particulars may not be exactly acceptable to all, yet on the whole it deals with the matter in a very systematic and thorough manner, and places facts and figures in such a way that

Pepto-Mangan (Gude)

(Reg. U. S. Pat. Off.)

It is *the one and only* absolutely uniform and unalterable solution of iron and manganese in the form of true organic peptonates. It is also *the one and only* preparation lawfully entitled to be known as "Pepto-Mangan," a valid trademark, which is our exclusive property. We respectfully request the trade to take due notice of these facts.

M. J. Breitenbach Co., New York, U. S. A.

The Consolidated Fruit Jar Co.

New Brunswick, N. J.

—MANUFACTURERS OF—

Sprinkler Tops,
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All kinds of cast metal goods.

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Tens of thousands of dollars and years of tireless labor have been expended to place within your hands sure, safe methods of a non-drug, non-surgical nature that assures relief and cures in a thousand and one abnormalities and diseases of the eye. Send for information regarding attendance and mail courses, also $1,000 Scholarships and Gold Prizes.

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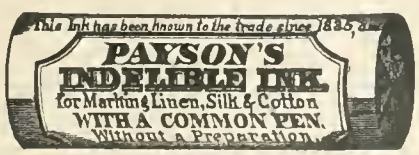

This Ink has been known to the trade since 1835, a
PAYSON'S
INDELIBLE INK
for Marking Linen, Silk & Cotton
WITH A COMMON PEN.
Without a Preparation.

THE OLDEST THE BEST

ESTABLISHED 75 YEARS

Always in **YELLOW** and **RED** wrappers

The Best Value For Druggists Is

J. S. Hamilton & C's. Brandy

DISTILLED AT COGNAC, PELEE ISLAND

UNDER EXCISE SUPERVISION

For sale in Cases 12 qts., 24 pts., 24 and 48 flasks

J.S. HAMILTON & Co., Brantford

WHOLESALE DISTRIBUTORS FOR CANADA

it commends itself to the judgment of the members of the craft. While the first part of the report would seem to imply that the outstanding evil was the interference with the profits of pharmacists only, yet a careful perusal of the whole report shows that this is only one of the objectionable features in connection with the sales of these remedies.

When it is taken into consideration that the number of proprietary medicines on sale in the United States is estimated at forty thousand to fifty thousand items (inclusive of the large number used by the medical profession, but exclusive of the thousands of druggists' "own make" preparations, usually of only local reputation), it can readily be understood that there is an enormous field to be dealt with. The declarations provisionally adopted by the commissioners, and approved by the Council of the A.P.H.A., are as follows:

MINIMUM REQUIREMENTS WITH WHICH PROPRIETARY REMEDIES SHOULD COMPLY IN ORDER TO RENDER THEM SAFE FOR DIRECT SALE TO THE GENERAL PUBLIC.

The following declarations are provisional, and subject to repeal, modification or expansion as the Commission may later decide.

(1) *Prescription Fakes, Concealment of Proprietary Character.*—The preparation must not be named or advertised in such a way as to conceal its proprietary character and lead the purchaser to believe that it is a simple chemical or vegetable drug ordinarily purchasable in small quantities instead of a proprietary mixture or substance.

(2) *Methods of Marketing.*—The preparation must be one which is regularly offered to the public through the usual trade channels, i.e., through regular wholesale and retail dealers in ready-made medicines, and thus subject to inspection by the authorities charged with the enforcement of the state food and drug laws.

(3) *Alcohol Content*—If the preparation contains alcohol, it must be sufficiently medicated to prevent its use as an intoxicating beverage, and in addition to this requirement, the proportion of alcohol present must not be greater than is properly necessary to hold in the solution in permanently active condition the essential constituents of the preparation, and to protect the preparation against freezing, fermentation, or other deleterious change.

(4) *Content of Habit-Forming Narcotic Drugs*— If the preparation is one which is capable of being used internally, whether recommended for internal use or not, it must not contain cocaine,nor shall it contain opium or any of its alkaloids or their derivatives, in greater proportions than those specified in Section Six of the Federal Law commonly known as the Harrison Act, and it shall also contain other active drugs in such proportion that the use of the preparation will not be likely to create a drug-habit, nor satisfy such a habit when previously existing.

(5) *Remedies for Children's Use*—If intended for administration to infants or children, the preparation must not contain cocaine, or opium or its alkaloids, or their derivatives in any proportion whatever.

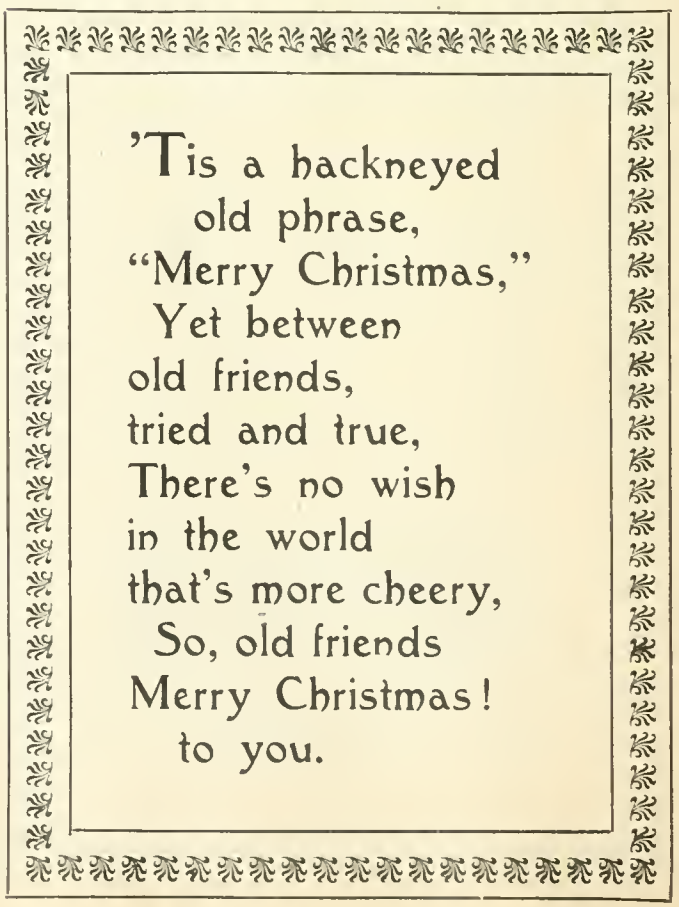
(6) *Activity of the Preparation, Cautions Against Misuse*—The preparation must be of such character that it will not be liable to endanger life or health when used in accordance with the accompanying instructions, and if the preparation is one which is liable to occasion injury when improperly used or when used to excess, the accompanying literature must bear instructions tending to guard against such improper or excessive use.

(7) *Immoral or Illegal Purposes*—The preparation must not be intended for use as an abortifacient, nor for use for any other immoral or illegal purpose, nor must it be advertised or recommended either directly or indirectly as an abortifacient or for any immoral or illegal purposes.

(8) *Incurable or Contagious Diseases*—The preparation must not be advertised or recommended as a cure for diseases or conditions which are generally recognized as incurable by the simple administration of drugs, or for the cure of contagious or acute diseases the treatment of which properly requires the supervision of a qualified medical attendant.

(9) *Conformity to the Federal Food and Drugs Act*—Neither the label on the package nor any of the accompanying literature shall bear or contain any statement in conflict with the misbranding provisions of the Federal Food and Drugs Act.

(10) *Advertising Not Accompanying the Package*—Advertising not accompanying the package shall conform substantially to the statements on the label, carton, or in the accompanying circulars as to the origin, composition or character of the preparation, or concerning its curative or remedial value.



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CASTORIA

Jobbers sell less than dozen at $3.00 per dozen.

Jobbers sell 3 dozen or over at $2.80 per dozen

Send for
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Genuine CASTORIA Always

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Price 25 Cents Retail

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CONTAINS 5 PER CENT. IODINE

Price 25 Cents Retail

PRICE TO TRADE $1.50 PER DOZEN

Special prices on larger quantities

PAYS LARGE PROFIT

IODINE OINTMENT is being used more extensively by the MEDICAL PROFESSION and the GENERAL PUBLIC. They obtain better results from it than from almost any other preparation they use. Specify LYMODINE.

ORDER NOW

THE LYMAN BROS. & CO., Ltd., Toronto

"Silver King" GOLF BALL

OPEN CHAMPIONSHIPS

BRITISH (Muirfield),—1st, Ray; 2nd, Vardon; 3rd, Braid.

FRENCH (La Bonlie).—1st, Gassiat; 2nd Vardon 3rd, Tellier; 4th, Ray.

ALL PLAYED THROUGHOUT WITH THE

"SILVER KING" BALL

USE IT ALSO AND IMPROVE YOUR GAME

At All Sporting Goods Dealers

THE LONDON DIRECTORY

(Published Annually)

enables traders throughout the World to communicate direct with English

MANUFACTURERS and DEALERS

in each class of goods. Besides being a complete commercial guide to London and its suburbs the Directory contains lists of

EXPORT MERCHANTS

with the goods they ship, and the Colonial and Foreign Markets they supply;

STEAMSHIP LINES

arranged under the Ports to which they sail, and indicating the approximate Sailings;

PROVINCIAL TRADE NOTICES

of leading Manufacturers, Merchants, etc., in the principal Provincial towns and industrial centres of the United Kingdom.

A copy of the current edition will be forwarded freight paid, on receipt of Postal Order for $5.

Dealers seeking Agencies can advertise their trade cards for $5 or larger advertisements from $15.

THE LONDON DIRECTORY CO., Ltd.

25, Abchurch Lane, London, E.C.

Trade Notes

BRITISH COLUMBIA.

W. G. Robertson, Courtney, B. C., has moved into his new drug store.

Thos. Hawley, of Semans, has purchased the drug and stationery business of R. H. Norris, Nokomis.

NEW BRUNSWICK.

The drug stock of Garden Bros., Woodstock, was damaged by fire.

ONTARIO.

R. A. Swan has opened a drug store at Parkside.

J. M. Kelly, druggist at West Lorne, has sold out.

S. E. Burnham has opened a new drug store at Woodrow.

The drug stock of R. J. Whaley, Westport, Ont., suffered loss by fire.

J. D. Higinbotham & Co., Ltd., wholesale and retail drugs, suffered a slight loss by fire.

E. J. Mitchell has succeeded J. D. McEachern, at Tyvan.

QUEBEC.

I. Caminetsky has opened a drug store in St. James.

Dr. Amity Chemical Co. has recently registered at Montreal.

Pharmacie Place du Marche has been registered as doing business in Montreal.

D. J. Mooney has succeeded W. A. Leslie, druggist, at Grandvital.

C. A. Hunter has succeeded to the drug business of W. A. Leslie, at St. Boniface.

The Dromo Medicine and Products Co., Victoriaville, have dissolved partnership.

SASKATCHEWAN.

W. M. Treadwell, druggist at Assiniboia, is moving to Tribune.

Personals.

Lieut. A. R. Mann, of Grand Forks, B.C., and Lieut. L. D. Orr, of Vancouver, have been appointed as pharmacists to No. 5 General Hospital Corps. They are commissioned as Lieutenants, being the first time that the appointment has taken place either in the British or Canadian Army.

Donald B. Fry, O.C.P. Class '14, died at Peterborough as a result of an attack of typhoid fever. He was in charge of F. C. Weber's branch drug store in that town.

Dr. H. B. Atlee, Lieutenant R.A.M., son of A. E. Atlee, druggist at Annapolis Royal, N.S., has been granted a Distinguished Service Order for bravery during the battle at Sevia Bay.

Prepare for Prescriptions.

For the closing month of the year, Parke, Davis & Co. have inaugurated a comprehensive advertising campaign in the medical journals on certain of their biological products. Bacterial vaccines, with special emphasis on those designed for the treatment of whooping-cough (Pertussis Vaccine and Pertussis Vaccine Combined), and Concentrated Antidiphtheric Serum (Globulin), are the products selected for attention. The country-wide advertising already referred to will be ably supplemented by Parke, Davis & Co.'s staff of detail representatives, who will present the merits of the vaccines and antitoxin to physicians directly by word of mouth.

Bacterial vaccines are coming into wide use in the treatment of infectious diseases. This is particularly true of the Pertussis vaccines above mentioned, Catarrhal Vaccine Combined, Pneumococcus Vaccine, Gonorrheal Vaccine Combined, Furunculosis Vaccine, Combined Bacterial Vaccine (Van Cott), Acne Vaccine, Staphylococcus Vaccine Combined, and Streptococcus Vaccine—to mention a few of the leaders which come naturally to mind.

As for Antidiphtheric Serum, P., D. & Co., this is always a staple during the cold-weather months, when diphtheria is largely prevalent. The serum is prepared under the supervision of trained bacteriologists, is exhaustively tested as to purity and potency, and goes to the physician with a substantial guaranty of efficiency. For many years it has had the distinction of being the most widely used antitoxin in the world.

There is certain to be a large demand for these biological products in the immediate future. Pharmacists who are prepared to meet it will be amply rewarded for their foresight.

Kildare Linen.

A new correspondence paper is being introduced by Buntin, Gillies & Co., Ltd., Hamilton. Kildare Linen is a fine white cloth finished paper with a delightful writing surface. The latest package contains one pound of note

in a dainty wrapper, with envelope to match, packed in seventy-fives. The wrapper itself is distinctive, being of self-striped white paper embossed with gold and green design. This new package is another evidence of the increasing demand for pound packages of notepaper retailing at a quarter.

Be particular about the clothes you wear; be particularly particular about avoiding lawsuits.

The Martin, Bole & Wynne Co., Lt'd.

Wholesale Drug Merchants and Manufacturing Chemists

Corner of Princess and Market Streets - WINNIPEG, MANITOBA

COMING WEST?

Should you desire to come to the great North-West, either to engage in the drug business for yourself, or to take a position as a clerk, we are able to assist you.

We are constantly in touch with every section of Western Canada, and shall be glad if we can be of service to any one desiring information, as to location, necessary capital, qualifications, etc.

We Usually Know of a number of drug businesses for sale and will be glad to send — **Full Particulars Upon Request**

—WRITE US—

BUSINESS-OPPORTUNITY NOTICES

For Sale, Exchange, Help Wanted, etc., 60c. for 25 words less, subsequent insertions 25c. Send cash with order.

WANTED TO BUY.

WANTED—To hear from owner of good drug store for sale. State cash price, description. D. F. Bush, Minneapolis, Minn.

Some Choice Sundaes.

Black Hawk Sundae—Mix crushed blackberries with grated black walnuts, pour over ice cream and top off with whipped cream and one Maraschino cherry. Serve in sundae cup.

Mexican Sundae—Ginger cordial syrup mix with ginger fruit; pour over vanilla ice cream; sprinkle cinnamon over. Serve in Sundae cup and top off with Maraschino cherries.

Ambrosia Sundae—Peel six oranges, cut up in blocks, one grated cocoanut, twelve ounces crushed pineapple. Mix well, serve over ice cream.

Hot Maple Sundae—Pour a ladle of hot maple syrup over vanilla ice cream; sprinkle ground hickory nuts over top. Serve with Nabisco wafers.

Hot Strawberry Sundae—Over a service of vanilla ice cream a ladle of hot crushed strawberry. Do not let the strawberry reach a boiling degree, as it destroys the flavor.

Carnation Sundae—Fill sundae cup two-thirds full of vanilla ice cream; fill up with grape juice, and top off with whipped cream.

Chocolate Fruit Sundae—Strawberry syrup, ten ounces; vanilla syrup, ten ounces; raspberry syrup, eight ounces; chocolate syrup, four ounces. Pour a ladle of this sauce over plain ice cream.

Nut Salad Sundae—Chop one pound of mixed nuts and add ten ounces of crushed strawberry and ten ounces of crushed pineapple sauce. Pour over plain ice cream.

Mint Sundae—Pour over plain ice cream one ladle of thickened mint syrup and decorate with two sprays of mint and a blanched almond.

Hints on Handling Cigars.

The sale of cigars in the drug stores of Canada has become such an important feature of the business that some hints by an authority will be welcomed, and we fell that we cannot do better than reproduce the following article by Victor Lauriston, which appeared in a recent issue of the *National Druggist*. He says:

In the majority of drug stores the cigar trade is an important feature. Not merely is it a profit-maker in itself, but, skillfully handled, it attracts the trade of men customers as no other feature would do. Most men are smokers; there are few smokers who do not appreciate a good smoke; and the druggist who builds up a reputation for supplying good smokes, and nothing but good smokes, is thereby rendering it easier to secure from the men of his community trade in other lines as well.

A "good smoke" is purely relative. It does not mean just the highest-priced cigars, and no others. The man who buys, say, two for twenty-five cents, wouldn't care for five centers. The smoker who is accustomed to a five-cent cigar will get a "good smoke," as he sees it, so long as his five-cent cigar comes to him in good condition. The satisfaction which the customer experiences and the reputation consequently enjoyed by the druggist as a purveyor of good smokes, depends, not so much upon his handling the higher class of goods, as upon his supplying cigars of every class in A-1 condition.

Cigar manufacturers, knowing this, see to it that their goods go out in the very best of shape. It is for the druggist who wants to secure his share, and a little more, of the cigar trade, to make sure that the quality of his smokes does not deteriorate somewhere between the manufacturer and the match.

The great essential in keeping cigars in good condition is—moisture.

The tobacco leaf craves moisture. Without moisture, cigars are likely to dry out and crumble. Every dealer knows that a dry cigar soon peels; and that a person might as well try to smoke a hollow pipe shank. The "pull" from a stick of dry wood is just as satisfactory.

Nor, it seems, can the cigar, once dried out, be restored to its pristine quality. To be in good condition when it reaches the smoker, it must be kept in good condition from the moment the druggist receives it. The sup-

ply of moisture must be steady. Too much moisture is nearly—it couldn't be quite—as detrimental as too little.

Various manufactured and improvised devices are used for providing moisture. A preliminary is a special show case or silent salesman for the cigars. An old, familiar moisture provider is a sponge soaked in water; but experienced dealers claim that this is inadequate. First, the sponge dries out too rapidly, which means that the cigar case is apt to go dry just when the druggist thinks it possesses the proper degree of humidity. Conversely, at the outset the drying sponge yields too much moisture. And the bitterness of a cigar which has been exposed to excessive moisture and then rapidly dried out surpasses all other forms of bitterness.

Some merchants claim to have met the need pretty well by means of a glass of water stood in the case. A better device is the moistened brick. An ordinary brick can be well soaked in water and then placed in moistened sand. It holds its reserve moisture a longer time and maintains a more satisfactory degree of humidity than the wet sponge. The desired result will be helped by the addition of a little glycerine to the water. Sveral bricks may be used for a large case.

An electric bulb suspended over a jar of water will produce evaporation and consequent humidity when the current is turned on.

In the handling of any device manufactured or improvised, the human element is important. The druggist must watch his cigars, and his water supply. The latter should be renewed regularly; while care should be taken in the initial stages to avoid excessive moisture. It is only by experience and attention to his stock that the druggist can know how best to handle his tobacco goods to ensure satisfaction and a "good smoke" to the customer.

It will pay to feature cigars. This does not mean reckless price cutting; it does mean energetic pushing to introduce the goods. Every druggist has two important aids in business building—newspaper advertising and window displays—and these should be utilized, not all the time possibly, but at least the cigars should be given a fair share of publicity. For pulling business, there's probably nothing so effective as a good window display, a display that involves some striking element of originality. Here show cards and "slogans" will appeal, particularly to younger men. "We want to C-U-B-A Smoker of this Cigar," is a good example of a window phrase, with a "trick" to it.

In window display, good use can be made of halftone illustrations showing various phases of tobacco growing and cigar making. Features of this sort always help to interest people in a display. In one town a local man was one of a syndicate who owned a plantation in Cuba; the druggist borrowed photographs showing tobacco growing on this plantation and used them in connection with his cigar display. Here the local ownership gave the display an added pull.

In connection with the regular advertising, circular letters to smokers may be found helpful. A good device is to enclose a "smoke ticket" good for one free smoke of a new cigar you are featuring; or, if preferred, an "introductory smoke" of a ten cent cigar for five cents, or for one cent. A proposition of that sort is pretty sure to pull the smokers to your store. Once they come, it's for you and the cigar, between you, to keep them coming.

The very human desire to get something for nothing or something at half price, can be appealed to in other ways. A Montreal dealer who took on cigars quite largely and had a deep-rooted objection to "begging trade" as he phrased it—in other words, to asking men who were customers for other goods to buy cigars—adopted the expedient of inviting the man over to his cigar case. "Here's a smoke I can recommend," he would say. "Try it and tell me how you like it." Free, of course. Yet it formed a pleasant "introduction," and paved the way for the customer to "come back."

Another phase of the "something for nothing" stunt is that of a druggist who gives away, free, the last cigar in a box. A Detroit man is credited with introducing this scheme. He offers the last cigar in any box free to the customer who discovers and asks for it. Often there is keen competition to see who will "get there" first. Not infrequently a customer will buy six or eight cigars from a box in order to be able to call for the ninth and last —"a free smoke." It is the standing rule of the store, and helps a great deal to pull trade; and has been quite widely imitated. Often a dealer leaves boxes with single cigars in them to keep up the interest.

Some druggists adopt the plan of pushing sales in box lots, offering a feature price. The box lot sale has the advantage that it is only a little harder to sell a box of cigars than one cigar, where a regular smoker is concerned; though, of course, the profit on each cigar is shaded somewhat. Some druggists have found, however, that customers prefer to buy single cigars, a quarter's worth or a half-dollar's worth. They claim that, buying in box lots, they smoke more, give away more, and—half the cigars get dry, crumble and are wasted.

A stunt that has been adopted by some dealers is the issuing of "box lot tickets"—or "smoke tickets" as they are sometimes called. A bunch of smoke tickets, good for fifty cigars, are sold for cash at the box lot price and the customer when he wants a smoke, drops into the drug store, hands over one, two or half a dozen tickets, as the case may be, and gets his cigars, fresh and in the very best of condition. The customer is better satisfied; on the other hand the druggist gets the use of his money before he hands out his stock. The scheme has the added advantage over the box-lot sale in that the customer, coming in every day or so for fresh cigars, often purchases some other article that strikes his fancy.

Box-lots are eminently pushable as birthday or Christmas presents for men; though when a lady is doing the purchasing it might be good policy to tactfully sound her before making the point blank suggestion.

The "smoke counter" should be properly equipped, with a liberal supply of matches, or, preferably, a good, workable cigar lighter. Then, too, there should be a contrivance for nipping the ends of the cigars. When a customer has just bought, proffer matches; he may not wish to smoke immediately, but the matches will be an assur-

ance that, when he does smoke, he will have the means to light up.

The personal element counts in dealing with this class of trade, and the little courtesies and conveniences of this nature are worth while. Usually, cigar customers are young men, and, in the average drug store, young men spend freely. The young man who buys a cigar for himself will buy a box of confectionery for her. And he'll buy his cigar at the store where he is greeted by name, where he is given a cordial welcome, and where the druggist knows what brand he prefers without being reminded at every call.

Incidentally, the cigar counter, as the part of the store where men are most likely to congregate, is the place to call attention to other features of interest to men. One druggist has a little bulletin frame in which each day is placarded some special feature, not always at a special price. It may be a set of military brushes, a new shaving or dental cream, a safety razor—anyway, there it is bulletined, with a few attractive, catchy words of description and usually a special price to drive the argument home. Such a device can be used advantageously in catering to the Christmas gift trade among the young men.

Buying is an important item in the cigar trade. Here, to begin with, the druggist must know the possibilities and limitations of his constituency. For instance, a druggist tried out a two-for-twenty-five cigar in a small community. It fell flat—too expensive a line in a place where most people bought five-centers, and only the plutocrats indulged in ten centers. Yet in a large or wealthier communities, far higher-priced cigars have not only been introduced but sell largely. Here, it pays the druggist to be able to size up his public.

Then, too, he must buy with a firm hand on the helm. In other words, he must buy enough, but not too much. Because cigars may deteriorate, it doesn't always pay to buy in quantity for the sake of a better margin.

Here, a sales record will help. This involves a monthly stock-taking of the cigars. The amount in stock at the beginning of any month, plus the amount bought during the month, minus the amount carried over to the next month, will give the merchant the amount of his actual cigar sales. This process should be carried through with every brand in stock. With this information at hand, after a few months of record keeping, the druggist will be able to calculate the demand for each brand, how many of each he should buy to carry him over a certain time. He will buy intelligently instead of haphazard; what his customers want instead of what the enthusiastic travelers think he wants; and the results will be better all round.

To have what the people want when they want it is essential. The druggist should never be out of a popular and quick-selling brand. This is vital. The smoker who is accustomed to a certain Perfecto may take something else to-day; but to-morrow he will very likely go to a competing store, where he can be sure, day in and day out, to get the cigar he wants. It is not wise to order too largely of any cigar; but it is good business to forestall being "out" by looking ahead and getting a fresh stock in.

Cold Formulas Used in U. S. Army.

Following are several formulas prepared for ready dispensing by members of the United States Army hospital corps from post dispensers, and useful in many instances to the druggist who believes in putting up in small quantities ready remedies for the inevitable coughs and colds that mark the coming of Winter and Spring. —*Pacific Drug Review.*

COMPOUND CORYZA CAPSULES.

℞ Camphorae ..... 250 gm.
Extr. Belladonn ..... 065 gm.
Quininae Sulph ..... 50 gm.
M. ft. Caps No. VIII.
S.: One every hour until dryness of throat.

FOR EARLY CORYZA AND SORE THROAT.

℞ Tinct. Belladonn ..... .90 c.c.
Tincture Aconite ..... .45 c.c.
Aquae dist. q. s. ad. ..... 30.0 c.c.
M. Sig.: One teaspoonful every hour.

SAME.

℞ Camphorae ..... 1.324 gms.
Ammonii Carbon ..... 1.0 gms.
Opii Pulv..... .240 gm.
M. ft. Pulv. No. XII. (wax paper).
Sig.: One every 3 hours.

SAME.

℞ Acid Salicylic ..... .60 gm.
Menthol ..... .80 gm.
Camphorae .. .. 2.0 gms.
Bismuth Subnitr. ..... 15.0 gms.
Amylum, q.s. ..... 30.0 gms.
M. ft. Pulv. Sig.: Coryza snuff.

SAME.

℞ Quininae Sulph ..... .12 gm.
Phenylis Salicylatis ..... .20 gm.
Acetphenetidini ..... .10 gm.
M. ft. Caps. Dent. tales Doses No. X.
Sig.: One three times a day.

COUGH.

℞ Codeinae ..... .25 gm.
Acid Hydrocyanic dil ..... 2.0 c.c.
Syr. Pruni Virgin ..... 60.0 c.c.
Aq. distil. ad ..... 120,0 c.c.
M. Sig.: 8 c.c. every 2 or 3 hours.

ORDINARY BRONCHIAL COUGH.

℞ Ammon. chlorid ..... .60 gms.
Codeinae ..... .15 gms.
Spir. Chloroform ..... 3.0 c.c.
Syr. Pruni Virgin ..... 30.0 c.c.
Aq. dist. q.s. ad. ..... 60.0 c.c.
M. Sig. Teaspoonful every three hours.

FOR CHILDREN 6 MONTHS TO 2 YEARS.

℞ Ammon. chlorid ..... .50 gm.
Spir. Chlorof. ..... 1.0 c.c.
Syr. Scillae ..... 10.0 c.c.
Syr. Prun. Virgin ..... 20.0 c.c.
Aq. dist. q.s. ad. ..... 60.0 c.c.
M. Sig.: One-half to one teaspoonful every 2 to 3 hours, follow by swallow of water. Shake!

COUGH.

℞ Spir. Chlofor. ..... 2.0 c.c.
Syr. Tolu.
Tinct. Opil Camph. ..... 30.0 c.c. aa
M. Sig.: 4 c.c. every three or four hours.

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